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CROCKERY AND GLASS JOURNAL

NEW YORK, JULY 6, 1911.

THE CONDITION OF BUSINESS.

New York. A feeling of apathy pervaded the trade this week—due to two causes, the national holiday and the excessive heat. Buyers were scarce, and business in nearly all lines slackened off, as was naturally expected.

Importers are still ready to take orders for fall delivery if received within a short time.

Although the sale of import samples is progressing favorably, they are not being taken with the rapidity and snap that ordinarily characterizes this merchandising.

The lamp business is in an exceptionally flourishing condition. Men who have returned from recent trips through their territories have made a good showing, while the local trade is holding up very well.

Nothing new can be looked for in domestic glass for a time, as all the factories are at present in the grip of the annual shut down. The stocks of these concerns have been drawn on very extensively, although there are still some goods on hand.

The foreign manufacturers of glassware and china are busy preparing new samples for the coming import season, and many representatives are abroad helping in the selection and designing of the new goods. Until these arrive trade will of course content itself with simply 'marking time."

The business of June was not as great as expected, although on the whole it showed an improvement over the corresponding month last year. In the opinion of one of the prominent importers there will be much earlier buying this season. He thinks that within a month orders will be coming in very much larger proportions than many have anticipated. The conditions of the country all tend to bear out this importer's view, and it is also our opinion that in a very short time now the aspect of things will be much brighter.

Pittsburgh and Vicinity. With the majority of the glass factories of the United States idle, shipments of all orders are now being made direct from stocks. By the time the fires are again lighted the warehouses will be pretty well drained. Orders are coming in by mail in rather satisfactory quantities. Salesmen are arranging their samples to start out toward the latter part of the month.

East Liverpool and Vicinity. The majority of the potteries in the Western district which have been idle will resume operations in the clay departments next week. Many are to start Monday. De-

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corating shops as a rule have been continued, although other departments have been idle. Salesmen have started to go on the road. Mail orders are pronounced fair, and future business is being booked.

ON THE PACIFIC COAST.

THE crockery and glass business in general is recovering from the usual summer inactivity, and many of the houses report numerous orders and some large shipments. As has been the case for several weeks past, the country business seems to be the best at this season.

The American Import Co., First street, San Francisco, report that while their import business is all settled the domestic lines are quite active and they recently sold several carload shipments of crockery for the Cook Pottery Co., Trenton, and the Colonial Pottery Co., East Liverpool. Orders for combined shipments are coming in right along, and everything indicates an excellent business for the early fall.

Mr Kidd, of Marsh & Kidd, local representatives of the Jas. J. Murray Co., will leave shortly to visit the trade of Southern California. He takes with him samples of a new line of the Duncan & Miller Glass Co.'s goods, including some very handsome gas shades and globes, decorated ring-stands, puff boxes and hat-pin holders. Marsh & Kidd have also just received from the Guernsey Earthenware Co. a full line of samples of their fireproof cooking ware.

Mr. Conger, of Conger-McLean Co., 717 Market street, San Francisco, has just returned from a very successful trip to San Diego, Cal., and will leave next week for Sacramento.

The San Francisco Crockery and Glassware Co., of which Mr. Bacon is the manager, are contemplating taking more space for their sample room in the Bancroft Building, 731 Market street. Mr. Bartels, traveling representative for the concern, has jnst returned from a trip through Plumas County, Cal., and reports a very good business with the Lancaster Glass Co.'s line in that territory. He will leave in a short time to visit the trade in Washington and Oregon.

Chas. Goodwin, of the Goodwin Pottery Co., East Liverpool, arrived in town Sunday evening and is visiting the San Francisco Crockery and Glassware Co. with a view to having them handle his company's line for the Pacific Coast.

Ben Schloss, of the Schloss Crockery Co., Beal street, San Francisco, Cal., will leave July 7 to visit all the chief glass markets of the East in the interest of his company's California State Mason Jar, of which he reports about twenty-five thousand have been sold already this season.

Tull & Gibbs, with department stores at Portland, Ore., and Spokane, Wash., closed up the Portland store and retired from business in that city July 1.

W. Wilson, representing M. Sellers & Co., Wash., spent last week in San Francisco visiting the trade.

Donald Ryrie, of Milford, Wash., reports that arrangements have been completed with certain capitalists for the establishment of a porcelain plant at Millwood.

The Individual Drinking Cup Co., with a capital stock of $10,000, has been incorporated by A. E. Berry, Jr., Dr. Glen G. Miller and D. A. Jacobs at Los Angeles.

Good progress is being made on the new building of the A. Schleuter Co., Fourth street, near Webster, Oakland, Cal. This is a three-story building to be used largely for warehouse purposes, and the company hopes to get possession before the end of July.

A good deal of home building is reported in San Francisco and vicinity, as well as in other parts of California, and the trade anticipates a good brisk business along in September, when the new homes will require furnishings.

Robert McCourt, proprietor of the Ramona Bazaar at 81 San Fernando St, Son Jose, Cal., has leased a fine store room at 109 South second street in this city and will go more extensively than ever into the novelty line.

Lucian Baer, of the Baer Bros. Co., Martinez, Cal., has sold his interest in the business to his brother, Alfred Baer, who will continue under his own name.

At this season of the year some of the dealers are giving attention to securing contracts for various State, county, and municipal institutions. Some of the best contracts of this sort let last week were the following: To Nathan-Dohrman Co., San Francisco, Cal., the supply of crockery for the coming year for the California State Hospital at Stockton; to Chas. Brown & Sons, San Francisco, the Colton Hardware Co., Colton, and the Parmalee & Dorhman Co., Los Angeles, the crockery and glassware for the California State Hospital at Patton; and to Jas. W. Hellman, Los Angeles, the supply of tin ware and agate ware for the last named place.

The New York Crockery and Glass District.

Last week the District received a call from Carl J. Geometti, a Corning, N. Y., cut glass manufacturer who had with him many samples of what he could do in the way of cutting pressed lime glass; and all those who examined his samples were loud in their praise of the excellent results he had obtained. In a large department store in this city a sale is being conducted of these goods, and the result is being awaited with interest. Although it may injure business in the cheaper lines of cut lead blanks, it must of necessity create a demand for the higher class floral designs, rock crystal, or engraved glass.

A "sandwich cup and saucer" on view at George Hamilton's showroom, 25 West Broadway, is distinctly novel. The saucer is so made that it has an extension on one side giving enough room to hold a sandwich or piece of cake at the side of the cup. At afternoon teas this is a decided improvement on having to hold the cup and saucer in one hand and a plate on the knees. It is artistically decorated in both floral and conventional designs in many colors, the most attractive being mazarine blue and gold, with floral panel embellishments.

Bawo & Dotter find that the Austrian china dinner ware which they carry in open stock is much sought after, one pattern in particular having a very good run. This design is of a conventional order, with a light green border that is very attractive. Yet it is only one of nearly a hundred good patterns that the firm carry in stock.

Moorcroft ware, made in Burslem, England, is in a class by itself. It is original in design, shape and coloring, and the examples of it to be seen at the showrooms of C. J. Dierckx, Barclay street, are well worth looking at. One set that appeals to us as being exceptionally good is an after-dinner coffee set, consisting of coffee pot, cream and sugar, and six cups. The handle of the pot extends from the top, just above the spout, right over the lid to half way down the vessel, covering almost three parts of a circle. The colorings are rich yet subdued greens, reds and purples. Grapes, foliage and what appears to be a pomegranate form the decorative motif. The whole line is most attractive.

The showrooms of Blakeman & Henderson, 25 West Broadway, contain an extensive variety of special fancy lines in Limoges china, including most artistic shapes and beautiful conceptions. One design that has had a big run is of poppy blossoms with ears of bearded wheat interspersed, and a full gold matt border. The work is done by hand in heavy raised paste gold. This decoration is applied to over a hundred different items. This and many other most attractive lines are the product of the firm's own factory at Limoges.

The Pittsburgh Lamp, Brass and Glass Co. have just sent to their New York office some new samples of shades, comprising many shapes and varieties, including cased goods, shades roughed inside, striped, crystal iceings, decorated and etched. They may be had with or without fringe. A new night lamp has the tulip as motif, both the globe and oil container being patterned on the shape of the flower.

George Borgfeldt & Co. have issued a comprehensive catalogue of the Stransky steel ware, comprising upwards of fifty pages bearing illustrations of all the articles made in this line. It is printed by Reddan-Brown, 25 West Broadway, and is a very creditable piece of work.

Furnivals, Ltd , Staffordshire, England. are in better shape to handle large orders for hotel goods than ever before. This particular ware is of good, clean body, and those responsible for the department pay particular attention to the execution and decoration. Among the many patterns shown at their New York office, 25 West Broadway, are some underglaze

printed borders in which the design is most artistically carried out. Their "badge" work is particularly good in every detail. Furnivals are in a position to fill orders with the greatest promptitude, and they are now enjoying one of the biggest runs of business that the house has experienced in many years.

The plates illustrated at the foot of this page are the latest output of the Royal Copenhagen Porcelain Co. and have been in this country but a week or so. The colors are of the delicate kind characteristic of this factory's product. They represent some of the patterns ordered by the officers of the American navy when the fleet visited Copenhagen recently. At that time the officers and their friends were handsomely entertained at the Royal Porcelain Co.'s factory, and each one was presented with an artistic piece of porcelain. The company is represented in this country by Emil Bronnum at 25 West Broadway, who states that the way the American people appreciate the goods is most encouraging and highly satisfactory to him.

Henry Endemann is showing at 32 Park place a fine line of stemware from S. Reich & Co., Austria, among which are many roemers of good shape and design. The colorings in particular are excellent.

THE NATIONAL HOUSEHOLD SHOW.

THE number of prominent houses in the crockery, glass and lamp lines taking space at the National Household Show to be held at Madison Square Garden next month is steadily growiug, and Manager Cochrane feels very cheerful over the prospects for a successful exhibition. He is particularly gratified that the CROCKERY AND GLASS JOURNAL will establish an Information Bureau and place its services at the disposal of the trade. This will be located at Booth 160.

Among those in our lines who have taken space since our last issue are Stewart & Crocker, cut glass; Reddan-Brown, advertising specialists.

The exhibit to be made by L. Straus & Sons will be under the direction R E. L. Wells.

AT CHICAGO.

BEFORE the recent looting of his jewelry store at 1152 Milwaukee avenue Edward Alberti always carried a full line of fine china and cut glass, and on the day of the holdup a New York crockery salesman was among those trussed up in a back room. Although as soon as released by the police he left the premises at a brisk lope without his hat, no one has since been able to identify him, as the hat bore no other marks than that of the maker. Though Alberti said he knew the salesman, he could not in the excitement place him and has been unable to do so since, though the detectives who are still working on the case say that if found this man might help to identify the bandits among the many suspects who have been located since the occurrence.

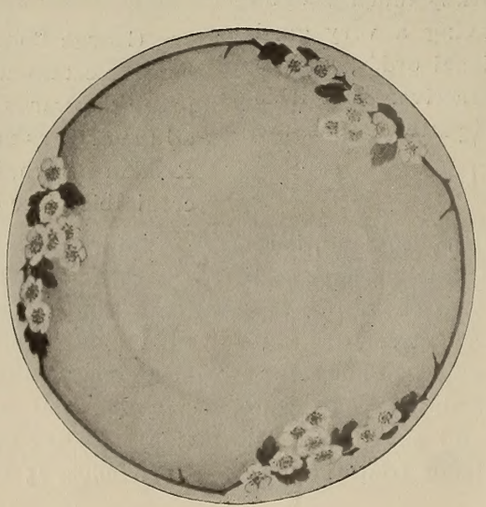
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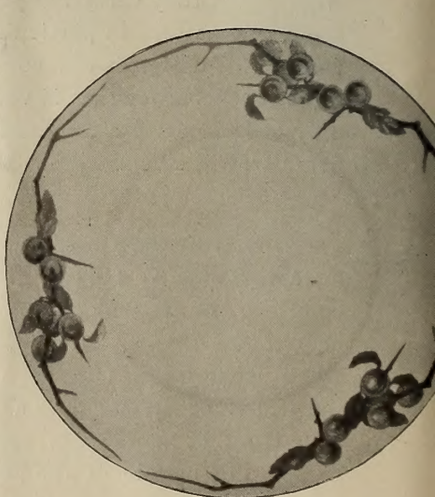
Miss E. Brennan says that her work as head buyer in the crockery department of the Rothschild store does not seem very different from what it was as assistant. Still, the crockery and glass trade seems to regard Miss Brennan as a very remarkable young woman because of her capable and successful way of handling so large a department. She is the only woman on State street holding a position of such importance.

* *

Though the Great Northern Mfg. Co. and the East Liverpool China Co. of Chicago are ostensibly separate and distinct houses, as well as the one which does business under his own name, it now develops







NEW DESIGNS BY ROYAL COPENHAGEN PORCELAIN CO.



Mettlach Ware.

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that all three are simply different names for the jobbing house of Robert Johns, who is said to have turned in so much of his close margin business to the East Liverpool Co.'s factory that the officers do not object to his use of the company's name to handle another line than what he is identified with in the trade through the house under his own name. Likewise the Great Northern name is said to be employed to handle still another line.

* *

Crockery Buyer John Jacklin, of the Henry Siegel department store in Boston, was the recipient of many attentions from his Chicago friends while here recently.

* *

R. H. Soakup, the new city salesman for the Ira A. Jones Co., was formerly with Edward Miller & Co., of Meriden, Conn., and is said to be making good here with the city trade of his house.

* *

Representatives of the Chicago crockery jobbing trade took an active part in the deliberations of the credit men's convention at Minneapolis recently in which stringent measures were approved to protect the trade against all classes of undesirables applying for credit.

* *

Taking a short holiday over the Fourth brings Mark J. Donaldson into Chicago for his July display of the Homer Laughlin China Co. samples at the Palmer House a week behind his announced date of arrival, which now starts him off from Saturday, July 8.

* *

Friends in the china and glass trade as well as in the art world were greatly shocked last week to hear of the sudden death of Mrs. Evelyn B. Beachy, who for several years has been known to the Chicago trade as a skilled china and glass and pottery decorator and the instructor in that art in the Chicago Art Institute. She was burned to death in an effort to save her mother from the flames which had accidentally caught her clothing in the course of her domestic duties. Both were fatally injured.

* *

Continuing an established custom, Sales Manager Marshall and the whole Fostoria sales force stationed at Chicago boarded a Lake Shore train Tuesday morning and migrated to Highland Park, where they celebrated a sane Fourth on the lines of the simple life and listened to the inspiring come-back-to-nature buzz of the bees and butterflies.

* *

Among the visiting buyers were the following: D. Devinger, Akron, Ind.; N. C. Foster, Fairfield, Wis.; R. B. Lang, Hancock, Mich.; G. Schuetto, Manitowoc, Wis.; R. C. Johnson, Holdridge, Neb. C. J. Shackleton, Pine Village, Ind.; E. O. Dummer, Tonica, Ill.; G. G. Mugge, Harrisburg, Ill.; J. Rowich, Norway, Mich.; J. Kobbeman, Peru, Ill.; M Hodge, Madison, Wis.; M. W. Abell, Morehouse, Mo.; L. Leopold, Wolcott, Ind.; W. L. Burgess Omaha; F. P. Stevens, Denver, C. Holtzschue, Olkahoma City; L. S. Donaldson, Minneapolis: J. Panton, Duluth; C. J. Lingwell, Minneapolis; B. F. Bruders, Gladbook, Ia.; L. W. Maitland, Maitland, S. D. E. L. Mouser, Winona, Ill. ;T. Horn, Duquoin, Ill., O. O. Berger, Valdera, Wis.; J. D. A. Johnson, Muskegon, Mich.; J. F. Moerschel, Homestead, Ia.; K. F. Zurick, Oxford, O.; E. Wigderson, Antigo, Wis.; F. N. Michener, Cherryvale, Kas.; F. W. Meyer, West Brooklyn, Ill.; H, E. Bohri, Fountain City, Wis.; W. M. Kusel, Hooper, Neb.



"VIENNE" SHAPE AT THE HAVILAND & ABBOT CO.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 6, 1911

EXCLUSIVE DECORATIONS.

THE use of decalcomania has revolutionized the decoration of pottery and has been of great benefit because it has cheapened ware, permitting people of moderate means to have more elaborately ornamented table furnishings than they could have afforded were they obliged to pay for strictly brush work. Many of the decalcomania patterns are really artistic, but they lose much of their value when they are scattered broadcast on hundreds of pieces of ware made by perhaps a dozen different firms.

A chromo reproduction of a painting may be excellent, but its multiplication often lessens the value of the original. Take as an example the famous "Cigarette Girl," for which $150,000 was paid. The purchaser did not know that the dealer from whom he bought it had sold to a firm of lithographers the right to reproduce it. Copies were retailed at one dollar each, and the owner of the canvas could not have sold it for a tithe of the purchase price. In like manner, the better the decalcomania transfer the more it interferes with the sale of "hand-painted" (save the mark!) ware. If a fine speciman of brush work is copied by a manufacturer of transfers the reproduction kills the original.

Some of the filled in transfers are so cleverly done that it takes close inspection to detect the fact that they are not strictly brush work; and there are those who do not hesitate to sell them as "hand-painted," excusing the fraud on the plea that there is brush work on them. They may be strictly within the letter of the law, but outside the pale of morality.

Decalcomania has come to stay. Every year improvements are made. But the potters should confine themselves to exclusive patterns. In this way only can they reap all the benefit of a first-class transfer.

PERSONAL.

BECAUSE one visits Pike county, Pa, and particularly if on a pike-fishing expedition, is it permissible to dub him a piker? Maybe; but not advisable. Who, for instance, would think of so designating L. D. Hatton? Especially when one remembers that he is a man of large undertakings and excellent physical proportions.

E. L. Van Buskirk, manager of the sales department at Morimura Bros., starts for his vacation July 15. He will go to his old hunting grounds at Kennebago Lake, Maine

George E. Anthony, with Loeser & Co., Brooklyn, starts on his vacation July 15. He goes to the Adirondacks for a month.

Kennard L. Wedgwood, who is now in England, reports a successful opening of the fine new London showrooms of Wedgwood & Sons at 26 Hatton Garden. The decoration has been carried out in Adams style, and prominent New York buyers who have visited the rooms have freely expressed their admiration. One of the striking features is the insertion of beauful jasper plaques in the friezes.

J. J. Hines, with Blakeman & Henderson, has just returned from a trip through the West which carried him as far as Omaha. His journey on the whole was a most successful one. The spots where business was good far overshadowed the localities where conditions were less favorable.

Eugene V. Coleman, president of the Irving Cut Glass Co, accompanied by his wife and family, is spending a few days with friends in Brooklyn.

Joseph Burroughs spent the holiday at Atlantic City.

F. W. Reichenbacher, who has just returned from a week's outing at Niagara, will take his wife and family to Beach Lake, Pa, to spend the month of July. His brother, H. C. Reichenbacher, who is roadmaster

for the Southern Pacific Railroad at Los Angeles, is now in New York visiting him.

⚜

Wm. Dealing's showrooms on Wednesday presented more the aspect of a tailor shop than anything else. He says that his time is so much occupied that he has none to spare to have clothes tried on at the tailor's. So, as the mountain will not come to Mohammed, Mohammed necessarily does the trudging.

⚜

H. D. Hedges, who runs a general store at East Hampton, L. I., found it necessary to fill up his depleted stock of glass, etc., this week. So great has been the influx of summer boarders that the trade at East Hampton has experienced a boom.

⚜

The Home Tea Co. of Albany sent their representative to the District this week to purchase lamps, etc., for their coupon trade.

⚜

George E. Savage, president of the Manning-Bowman Co., accompanied by Mrs. Savage, and having as guests Mr. and Mrs. H. S. Mirrielees, started on a motor trip in Mr. Savage's car from Meriden, Conn., on Tuesday. The quartet have Cape Cod as their objective point, and expect to be away about ten days.

⚜

James M. Stewart, of Stewart & Crocker, spent his holiday from Saturday till Wednesday up in the White Mountains, near Manchester, Vt.

⚜

E. L. Bates spent the Fourth at Trenton, N. J. He said he had a "hot time in the old town."

⚜

Walter Fensterer, of Fensterer & Ruhe, spent a quiet week end up in Rockland county, N. Y., where his family are rusticating. He didn't report for business until Wednesday morning, like many other men of good judgment.

⚜

G. F. Mackey, who is spending his leisure time on the Sound at Rye, N. Y., said this week while on a visit to the city that he is not averse to considering a proposition from any firm handling French or German china. An erroneous idea exists that he would not travel if needs be. Although Mr. Mackey is not anxious to spend the rest of his days on the road, he would not object to touring the Middle West, where he has a very large acquaintance.

⚜

Among the buyers in town this week were A R. Williams, with W. Lambach & Sons, Easton, Pa.; H. T. Grund, with Marshall Field & Co., Chicago; J. A. Hartley, with Dunn, Taft Co., Columbus, O.; A. A. Breton, with Shartenburg & Robinson, New Haven; R. W. Smith, with Maxwell-McClure-Fitts Dry Goods Co., Kansas City, Mo.; J. S. Botts, with Geo. A. Ducker & Co., Joliet, Ill.; F. Konders, with Leopold Adler, Savannah.

AT BOSTON.

A SHORT time ago nearly every newspaper in Boston had a photograph of Geo. W. Beals, but for some reason just now none can be found. Mr. Beals' short story reads more like an athlete's history. While at Harvard he played on the football team, did his share of track sports, rowed in the shell, and also won the double tennis championship. His partner on the latter was R. D. Sears, now national tennis champion. Mr. Beals' record of eighteen years as secretary of the Boston Athletic Association stands unique in the history of large athletic organizations He was on the B. A. A. organization committee when it was formed. To day it has approximately a thousand names on the waiting list. The two great yearly events for Mr. Beals are the Harvard football game and boat race. He has seen every game since 1879 and every race since 1874.

On the lamp and glass track Mr. Beals heard the pistol in 1883, when he got a try-out with the old Craighead & Kintz Co., Ballardvale, Mass. Thence followed an association with the Goodwin & Kintz Co., and since 1893 he has covered the New England trade for them, where he has built a fine business. Mr. Beals also handles the following lines: Vacuum Specialty Co., Quaker City Cut Glass Co., International Shade Co. and the Crown Art Glass Co He lives half the year at Boston and the other six months at Norfork, Mass., twenty-five miles out. This makes him a fifty-mile commuter, to say nothing of his New England travels and his several journeys a year around the United States. And while talking about traveling, let us add that Mr. Beals is some mountain climber, having ascended an 18,000 foot peak in Mexico and climbed all the principal mountains in this country east of the Mississippi.

While buyers were scarce this week, mail orders came in galore, and helped materially in rounding out six months of good volume. July looks very peaceful from a business standpoint, with August threatening to offset the lull by some real briskness.

Philip Sheridan is acting manager of the lamp department of the Jordan Marsh Co. in the absence of S. M. Averill, who is on a two months' trip to Europe. Mr. Sheridan has been with this company for several years, prior to which he was with David

Craig, the big lamp house, and he is quite familiar with its shadows and lights.

Why not form a "J. J." Club? There are J. J. Curry, J. J. Hanning and J. J. Jacklin—all well-known buyers. Make Jerome Jones honorary member, and J. Pinder mascot. Who else is eligible?

A. Levenstein, who according to his card is a "wholesale jobber" in "crockrey," has removed from 103 Salem street to 1322 Washington street, having purchased the business from S. Strikowsky, who is now representing Mr. Levenstein on the road.

Pat Hanley protests that it was not he who applied for a marriage license in New York and forgot the bride's name. Moreover, Pat is happily married and has several little Hanlets.

Paul M. Phillips, with S. A. Weller, will return this week from his month's visit to the factory.

W. M. Pingree, manager of the Tajimi Co., has returned from a two weeks' Maine vacation.

Andrew C. Hislop, glass buyer with Porteous, Mitchell & Braun Co., Portland, Me., stopped off en route from New York and bought a bunch of goods here.

Joe Pinder, with Chase & Francis, departed last week for a month's vacation in New Hampshire.

Wm. R. Claflin has added to his repertoire the cut glass line of Wm. H. Gibbs & Co., Stroudsburg, Pa.

John J. Jacklin, glass buyer for the Henry Siegel Co., returned home July 5th after a month's buying trip.

C. M. Acher, the jardiniere man, is again in the city, following a Western visit.

James S. Dawes has returned from Portland, Me., where at Cousins Islands he owns a hundred acres of land that is being sold to summer home seekers.

The Jordan Marsh Co are showing a pleasing display of English china with the exotic bird decoration, purchased by James J. Hanning on his recent European trip. This design is used, it is said, by the present Queen of England.

New samples of handsome portables have been received at Edward Miller & Co.'s Boston offices. In scope the line is very large, and in every way possesses the well-known Miller quality. Prominent among them are samples of silk and overlay leaded portables in a variety of colors.

S. S. Hartwell, of Gloucester, and Mr. Laviska, with P. B. Magrane, Lynn, were recent visiting buyers.

As a body the wholesalers stick pretty closely to business New England trade demands attention, and month vacations are rare here.

James H. Turner, representing a number of housefurnishing accounts, and S. Y. Pierce, for L. Barth & Son, New York, are now permanently settled at their new location, 164 Federal street.

Some of the buyers' vacation plans are as follows: John J. Curry, with Houghton & Dutton Co., will recreate between August 15 and Labor Day; Miss Mae Goodwin, with R. H. White Co., is planning to rest from August 1 to 15; James J. Hanning, with Jordan-Marsh Co., will buy a motor boat and cruise along the coast from the first to the fifteenth of August.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending July 4, 1911.

ANTWERP

167	packages	glassware	B Gunthel
30	"	"	Graham & Zenger
4	"	"	Strobel & Wilken Co
96	"	"	Miscellaneous Orders
1	"	earthenware	L Straus & Sons
27	"	"	G F Bassett & Co
3	"	"	Koscherak Bros
6	"	"	L D Bloch & Co
3	"	"	Strobel & Wilken Co
95	"	"	Miscellaneous Orders
15	"	chinaware	Vogt & Dose
10	"	"	Miscellaneous Orders
29	"	toys	B Illfelder & Co
6	"	"	Bawo & Dotter
20	"	"	C B Rouss
69	"	"	L H Mace & Co
38	"	"	L Straus & Sons
338	"	"	Strobel & Wilken Co
68	"	"	Miscellaneous Orders

LIVERPOOL

8	packages	earthenware	Bawo & Dotter
8	"	"	Maddock & Miller
1	"	"	Fondeville & Van Iderstine
8	"	"	J Wygand & Co
2	"	"	Ed Butler
7	"	"	E Boote
10	"	"	F W Woolworth & Co
10	"	"	W S Pitcairn
19	"	"	George Hamilton
11	"	"	H C Edmiston
4	"	"	Meakin & Ridgway
7	"	"	Miscellaneous Orders

BREMEN

19 packages glassware..... L Straus & Sons
7 " " .....Samstag & Hilder Bros
47 " " .....H Endemann
17 " " .....Knauth, Nachod & Kuhne
97 " " .....Eimer & Amend
6 " " .....Strobel & Wilken Co
384 " " .....Miscellaneous Orders
83 " earthenware.....Geo Borgfeldt & Co
19 " " .....Knauth, Nachod & Kuhne
6 " " .....Karl Hutter
4 " " .....Froeber & Vollrath
35 " " .....Strobel & Wilken Co
38 " " .....Miscellaneous Orders
63 " toys.....Geo Borgfeldt & Co
7 " " .....F W Woolworth
45 " " .....L H Mace & Co
24 " " .....Bawo & Dotter
7 " " .....F A O Schwartz
23 " " .....Samstag & Hilder Bros
1 0 " " .....Strobel & Wilken Co
177 " " .....Miscellaneous Orders

GLASGOW

33 packages glassware.....H A Rogers & Co
2 " earthenware.....W S Pitcairn

HAVRE

16 packages chinaware.....Wm Guerin & Co
24 " " .....Herman C Kupper
12 " " .....J Pouyat Co
4 " " .....C B Rouss
9 " " .....Miscellaneous Orders

HAMBURG

70 packages glassware.....L Straus & Sons
3 " " .....Herman C Kupper
55 " " .....Eimer & Amend
73 " " .....W R Noe & Sons
63 " " .....Fensterer & Ruhe
48 " " .....Kmy-Scheerer Co
17 " " .....O Goetz
5 " " .....Knauth, Nachod & Kuhne
7 " " .....Bawo & Dotter
9 " " .....Geo Borgfeldt & Co
33 " " .....Strobel & Wilken Co
464 " " .....Miscellaneous Orders
78 " earthenware.....Bawo & Dotter
8 " " .....N Wapler
41 " " .....Lazarus & Rosenfeld
2 " " .....F W Woolworth
15 " " .....J Palme
48 " " .....Fensterer & Ruhe
13 " " .....E R Thieler
10 " " .....F Bing & Co
14 " " .....Strobel & Wilken Co
119 " " .....Miscellaneous Orders
81 " chinaware.....J H Venon
49 " " .....Bawo & Dotter
104 " toys.....B Illfelder
15 " " .....C B R uss
29 " " .....Knauth, Nachod & Kuhne
49 " " .....Strobel & Wilken Co
219 " " .....Miscellaneous Orders

LONDON

3 packages earthenware.....W S Pitcairn
13 " toys.....Geo Borgfeldt & Co

ROTTERDAM

124 packages earthenware.....Geo Borgfeldt & Co
31 " " .....Bawo & Dotter
33 " " .....Lazarus & Rosenfeld
8 " " .....L D Bloch & Co
81 " " .....Miscellaneous Orders
34 " toys.....B Illfelder & Co
45 " " .....F A O Schwartz
18 " " .....Miscellaneous Orders

LIMOGES

172 packages chinaware.....Theodore Haviland & Co

SOUTHAMPTON

19 packages chinaware.....C L Dwenger
15 " " .....Blakeman & Henderson
30 " " .....A G Moment
6 " " .....L D Bloch & Co
31 " " .....L Straus & Sons
15 " " .....J H Venon
11 " " .....Bawo & Dotter
53 " " .....Miscellaneous Orders

TRIESTE

383 packages glassware.....A L Crawford
75 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

39 packages earthenware.....Jones, McDuffee & Stratton Co
8 " " .....W N Proctor & Co
69 " " .....Mitchell Woodbury & Co
2 " " .....American Express Co
3 " " .....Rowland & Marsellus Co
5 " " .....George Hamilton
3 " " .....Richard Briggs & Co
1 " " .....R F Downing & Co
25 " " .....Burbank Douglass & Co
3 " " .....A W Chesterton
1 " " .....Miscellaneous Orders

HAMBURG

21 packages earthenware.....Jones, McDuffee & Stratton Co
18 " " .....F W Woolworth
1 " " .....Patterson, Wylde & Co
30 " " .....Geo Borgfeldt & Co
17 " " .....Houghton & Dutton
77 " " .....National Despatch Co
17 " " .....R F Downing & Co
7 " " .....M Kirschberger
11 " " .....F Behrend & Co
7 " " .....L Wolf & Co
5 " " .....Bawo & Dotter
2 " " .....Jordan Marsh Co
108 " " .....Miscellaneous Orders

ANTWERP

51 packages earthenware.....Jones, McDuffee & Stratton Co
144 " " .....Mitchell, Woodbury Co
24 " " .....L Wolf & Co
43 " " .....Geo Borgfeldt & Co
23 " " .....Stone & Downer Co
10 " " .....Bawo & Dotter
35 " " .....Houghton & Dutton

GENOA

17 packages earthenware ..... Stone & Downer Co

CHINA AND JAPAN

16 packages earthenware.....Jones, McDuffee & Stratton Co
14 " " ..... Brown Bros. & Co
14 " " ..... Miscellaneous Orders

AND THEN HE SIGHED.

THREE o'clock was the very earliest the man could get up to the store; so his wife asked him to meet her then.

"I don't know in what department I shall be at that time," she said, "but just before 3 I will telephone to the clerk at the information bureau near the main entrance, and if you will step over there and ask him he will tell you where I am."

At two minutes past 3 the man sought information as to the whereabouts of his wife.

"I have a message," said the clerk, "from a woman who said her husband would inquire for her about three o'clock. Maybe it is for you. She said to tell you that she has gone to Blank's store over on Sixth avenue to finish her shopping because the clerks in this store are impudent, the place is ill ventilated and she couldn't find anything she wanted here anyhow and never has been able to find anything here and this is positively the last time she will ever try to find anything here. Of course, that might not have been your wife——"

"Oh, yes," said the man; "that was her all right."

A CHARMING TABLE ORNAMENT.

ENGLISH bone china rose-bowls have become very popular of late, possibly because they are not only useful table ornaments, but are particularly adapted for prizes at card parties They are made in different shapes, sizes and designs. Those with side handles, somewhat on the order of urns, are



ENGLISH BONE CHINA ROSE-BOWL.

most ornamental, while the shape here illustrated needs no comment from us. The colorings are exquisite and delicate, and the floral decorations as near a reproduction of nature as artistic skill can produce. At the showrooms of George Hamilton, 25 West Broadway, this city, may be seen many varieties of this charming ornament.

THE BIG FOUR.

WHEN the quartette of salesmen of the Smith-Phillips China Co. gathered at the home office at East Liverpool recently they stood in front of the office door while the picture man got in his work, with the following result:



From left to right—Joseph C. Davis, traveling Central States; Frank S. Crowl, the Middle West; W. L. Young, Eastern and New England territory; H. Benedikt, New York City representative.

AN UNPLEASANT PREDICAMENT.

TO be mistaken for an ex-convict is not an enviable position to find one's self in. Yet such was the experience of Wm. Warrin recently.

There had been some robberies in the neighborhood where he lives, and one officer more alert than his fellows managed to catch a glimpse of the offender and wing him with a revolver shot. During the period of the wounded man's confinement in the hospital, the policeman under whose charge he was placed preferred the company of the nurses to that of the patient, and Mr. Burglar seized the first opportunity to escape. Then all the police in the vicinity were warned to look out for a man with a limp.

Here is where Mr. Warrin comes in. When a boy he received an injury which has caused him to walk with a halt ever since; and on returning from spending a pleasant evening with friends a short time ago he was accosted by an officer and told he looked like the escaped burglar. Nothing would convince the policeman, and he had to go along. The sergeant at the desk, however, showed more intelligence, apologized for the mistake of his bungling but conscientious cohort, and Mr. Warrin was enabled to sleep home that night.

Among the Potteries
East and West

East Liverpool and Vicinity.

The demand for plain shapes in dinner ware is growing, with the result that more designs of this kind are being shown than ever before. At least three new ones will be added for the fall trade—one by the Ohio China Co., East Palestine another by the Oliver China Co., Sebring; and a third by the West End Pottery Co., this city. The Cartwright Bros. also have a new effect in plain ware which gives promise of being popular. The Homer Laughlin China Co., Edwin M. Knowles China Co,, Smith-Phillips China Co., and the Knowles, Taylor & Knowles Co , with several others, have plain shapes which have been moving well ever since they were placed before the trade.

* *

Fred Kline, of Philadelphia, Eastern salesman for the Warner-Keffer China Co., arrived here Wednesday, and will start over his territory with a new line within a few days.

* *

William H. Phillips, secretary-treasurer of the Smith-Phillips China Co., and E. A. Crawford, manager of the decorating department of the same plant, left this week via Cleveland and Buffalo for a trip through the New England territory. They will remain on the road about a fortnight.

* *

Mr. Franz, of the C. S. Woolworth general offices at Scranton, Pa., was in the district a few days ago, and left considerable business for immediate and future delivery.

* *

Charles Martin, of Spokane, Wash., has been appointed Northwestern representative of the Colonial Co., and will travel Washington, Idaho, Oregon and Montana.

* *

Cecil E. Taylor, of the Taylor, Smith & Taylor sales force, was in the district a few days last week.

* *

Those manufacturers who have been making underglaze blue say that sales have been far heavier than anticipated. Dinnerwarewas first shown in this treatment; then several manufacturers got to making specialties. These caught the eye of the premium goods dealers, and they have been liberal patrons

* *

W. L. Gerald has returned to his home at Peoria, Ill., after spending a fortnight at the offices of the Globe Pottery Co. arranging his new lines. He will start over his Middle West territory about July 15.

* *

The "Keystone China Co." is the name of a new concern being formed at Beaver Falls, Pa., for which application for a charter will be made July 13 at Harrisburg, Pa. The incorporators are James E. Whittaker, Arthur S. Whetmore and Joseph F. Bartley. The location of the plant has not been announced.

* *

T. A. McNicol, who was recently injured in an automobile accident as his car was nearing Buffalo, N. Y., is recovering nicely, and will be able to be back at his desk within a very few days.

* *

The demand for the dinner ware line of the Edwin M. Knowles China Co. this year is by far the greatest ever experienced by the concern. The variety of treatments, selection of ware and softness of the glaze all go to make the line an exceedingly attractive one.

Salineville, O.

The Sebring Real Estate Co. has been formed here by the Sebring brothers. The new company has secured an Ohio charter with $10,000 capital stock.

* *

Brick work on the new ptant of fhe Saxon China Co. is over one story high, which means that the plant will be under roof at an early date. This factory will be managed by Fred Sebring, now in charge of the Limoges plant.

* *

E. H. Sebring assumed the management of the Oliver China Co. last Saturday.

* *

An addition is being built to the French China Co's plant at a cost of about $5,000. Last year this

firm increased its capacity by the erection of several kilns.

Crooksville, O. The Star Pottery Co. is completing an addition to its plant at a cost of $4,000. Additional warehouses are being provided.

Zanesville, O. At Avondale, a new town being established between this city and Crooksville, plans are being worked out for the building of another stoneware pottery. C. W. Stine, who is interested in the pottery business in this territory, is said to be at the head of the new venture.

York, Pa. After making a thorough test and finding that the oil-burning appliances of Tate, Jones & Co. enabled them to make a saving in fuel cost, and in addition very greatly improved the quality of their output, the Pfaltzgraff Pottery Co. have awarded a contract for the complete fuel oil-burning equipment of their pottery plant to Tate, Jones & Co. G. E. Luce, ceramic engineer, conducted the test and secured the contract.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g June 17 '11	Corresponding period 1910	Exports Jan. 1 to June 17, '11	Corresponding period 1910
Boston	21	246	3883	3895
New York	37	158	3990	3720
Baltimore	408		5945	7002
Philadelphia	....	59	2274	3212
New Orleans		6	471	893
Newport News	....	....	26	55
San Francisco	....	....	123	...
Portland (Me.)	....	....	545	1022
Galveston	35	53	479	604
Portland (Or.)	....	..	....	..
Inland Points	3	7	877	1284
Total	504	529	18613	21687

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g June 17, '11	Corresponding period 1910	Exports Jan 1 to June 17, '11	Corresponding period 1910
New York	34	157	3779	3554
Boston	21	255	3822	3537
Philadelphia		58	2250	2712
Baltimore	408	....	5940	7059
San Francisco	....		96	....
New Orleans	...	6	420	572
Portland (Me.)	....	....	389	591
Galveston	35	53	479	1065
Newport News	....	....	26	55
Portland (Or.)	....	....	....	30
Inland Points	3	....	238	1096
Total	504	529	17439	20271

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of April, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain	$279,317	$219,221
Austria	45,550	89,666
France	96,118	197,159
Germany	23[illegible],481	247,615
Japan	87,157	68,070
Other Countries	24,486	29,489
Other Europe		
Total	$766,109	$801,220

FOR TEN MONTHS ENDING APRIL.

	1909	1910	1911
Great Britain	$1,966 932	$2,351,388	$2,182,773
Austria	738,943	710,338	611,397
France	1,329,902	1,496,306	1,529,251
Germany	2,868,072	3,308,246	3,878,217
Japan	911,588	1,074,110	1,048,401
Other Countries	200,704	288,421	329,275
Other Europe			
Total	$8,016,141	$9,223,809	$9,579,314

TOYS

	1910	1911
Germany	$211,015	$208,307
Other Countries	51,811	65,874
Total	$262,826	$274,181

FOR TEN MONTHS ENDING APRIL

	1909	1910	1911
Germany	$3,649,725	$5.032,176	$5,956,887
OtherCountries	387,737	570,571	722,100
Total	$4,037,462	$5,602,747	$6,678 987

GLASSWARE.

APRIL		FOR TEN MONTHS ENDING APRIL		
1910	1911	1909	1910	1911
$609,628	$460,450	$4,184,237	$5,3 0,869	$5,839,053

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

APRIL		FOR TEN MONTHS ENDING APRIL		
1910	1911	1909	1910	1911
$78,99[illegible]	$37,894	$568,752	$695,736	$614,644

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The demand for lighting glass this year has been the strongest ever experienced. Especially is this true of the lines which are suitable for office buildings and other commercial purposes. Those factories in the Pittsburgh district which were first in the trade with modern lines have been doing a big business, and now there are five plants in the territory making one line of shades of the same kind of glass—the shapes of course being just a little different. So extensive has the commercial lighting business become that the agents of factories are going to the owners of large buildings direct for their orders, and demonstrations from a technical standpoint are without number. Fall business on these certain lines is looking mighty good, and the factories have enough orders on hand now to keep them active for months to come.

Anent lighting glass, the Consolidated Lamp and Glass Co. of Coraopolis are showing a number of new effects in shades. One is a combination inverted electric ball with etched top, Grecian border and sunburst bottom. Another possesses a cathedral effect, while still another has a verde and black line treatment.

The Genesee Cut Glass Co., of Rochester, N. Y., is the first cut glass factory to open an office in the local district in five years. A suite has been leased in the Jenkins Arcade and placed in charge of H. A. Robb. The patterns displayed are very attractive—that possessing the aster treatment being particularly popular. The full line will be displayed in Pittsburgh permanently.

The designers of the J. B. Higbee Glass Co. have started to work on the new lines to be shown next season

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Announcement was made June 29 that the directors of the United States Glass Co. have decided to pass the regular quarterly dividend of one per cent, which it has paid since April of last year. It was explained that the bnsiness of the company had been expanding rapidly and that prudence and the best interests of the company demanded that the earnings be withheld and used for the increasing demands for working capital.

J. P. Dunn, the Western Pennsylvania representative of the Haskins Glass Co., Wheeling, W. Va., is showing a complete line of the firm's "Lucida" lighting goods in this city. The shapes are very attractive, and the sale of the line hereabouts is steadily increasing.

Considerable interest is being manifested in the starting of a new blown tumbler factory in the Wheeling district by Oliver G. Beans, of that city. Already local salesmen have made overtures to handle the line in the Pittsburgh territory, although construction of the new plant has not been started.

The "Yok" colonial line of tableware of the Ripley Glass Co. has proved to be one of the best selling lines offered this season. A line of jars which possesses a colonial effect is also moving nicely, business from Eastern territory being especially heavy. The pure food containers are having a generous sale in all parts of the country.

"There has been a decided improvement in business of late," said T. R. Crock, of the Jefferson Glass Co. Lighting goods are in demand, and orders for the Chippendale lines are better than ever."

Those manufacturers who have featured their flower vase lines have been doing a good business. Those with perforated tops, whether of metal or glass, have been moving best.

The Philip Semmer Co. reports a very satisfactory demand for Mission effect lamps, portables and electroliers. Several new creations will be shown by this concern early in August.

Orders now being booked by a number of glass manufacturers on cut and high grade etched lines are

of a character which foretells a heavy fall business. One manufacturer says: "If our orders for the cut lines continue to be as heavy during the next month we will be compelled to refuse all such business for 1911 delivery after August 1."

No decision has been reached in the bankruptcy case of the New Method Art Glass Co. Testimony has been taken, and there the matter rests.

The United States Glass Co. mailed to the trade this week their new "115" catalogue, showing the fancy cut lines made at factory R. All the patterns were added this year, and the illustrations are excellent. A supplement to a former catalogue showing the "Starlyte" cut line was also sent out this week. This pattern has a cut star and notch effect.

Trade conditions with the Pittsburgh Cut Glass Co. are said to be very satisfactory. Two new cuttings on tumblers will be shown the trade at an early date.

M. S. Wallace, manager of the Boston office of the United States Glass Co., who has been visiting headquarters here, spent the early part of the week at the home of his mother in Washington, Pa.

The demand for blown tumblers aud soda fountain lines continues as brisk as ever, and the factories making these goods have about all the business they can conveniently take care of.

Rochester, Pa.

The Rochester Tumbler Co. are closing their plant for only one week this year. So great has been the influx of orders that it has been found inadvisable to shut down for a longer period.

INFORMATION FOR SALESMEN.

THE salt atmosphere at seaside resorts has a very bad effect on cut glass, and it is not well to let samples remain on exhibition in windows too long. Neither is it good to let displays remain exposed to the heat of the sun. This also has the effect of making the glass dull.

Cut glass that has been allowed to get in this condition should not be merely wiped over with a rag, but in order to restore its brilliancy should be thoroughly washed with pure cocoanut oil soap, thoroughly rinsed with cold water, and then allowed to drain. If this is done at night the pieces will be ready for display again in the morning.

Many firms have old stuff on their hands which they have found difficult to sell, and which has been allowed to remain on the shelves for a long period. If these stickers were brought down and treated in the manner as stated above, and continually rearranged and put in with new goods they would soon be purchased by someone who did not recognize them in their fresh environment and who might look upon them as new pieces. The artistic arrangement and display of ornamental goods is half the battle toward selling them.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

COMMISSION salesman wanted for side line of salable brass novelties. Liberal commission. Address Box 759, this office.

FOR SALE.

A SPLENDID stock of china, glass and queensware, for cash, in one of the best cities in Indiana. Good stock and good location. Address G. J. H., this office.

THE MICHAELMAS FAIR

at Leipzig, Germany, for the wholesale and retail trade will commence on

SUNDAY, AUGUST 27th, 1911,

and closes Sunday, September 17th.

THE SAMPLE FAIR

(for Ceramic, Metal Ware, etc.) to occupy the first week only.

The **Leather Fair** will open **Wednesday, September 13th**, and the Fair Exchange for the Leather Industry will be held on the same day from four to six p.m. in the large hall of the new exchange on the Blücherplatz. Lodgings may be secured through the "Verkehrsverein Handel shof, Naschmarkt."

The Council of the City of Leipzig, Germany.

LEIPZIG, JUNE 15, 1911.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Théodore Haviland

Limoges.
FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices
and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312,
314. **316**, 318

SALESMEN'S ASSOCIATION NOTES.

MANY members of the Salesmen's Association have expressed the opinion that if a beefsteak dinner were to be the form of the annual jollification it would be much more popular among the rank and file.

Although the dignified banquets have always been enjoyable affairs and carried out with care and good taste, yet many seem to think that a less formal dinner would draw a bigger crowd and be more rep resentative of the whole body.

Then, too, the price would naturally be a little less, and many who do not care to spend five dollars would cheerfully pay two or three and not miss it. Again, few members can afford to give away many five-dollar tickets. At the reduced cost more complimentary tickets would be distributed by those wishing to invite guests.

We do not wish it to be thought that we are encroaching upon the prerogatives of the executive board in making the above statements. We are merely putting the views of quite a number of members on record.

We invite correspondence on this subject, which we will gladly publish in subsequent issues.

TO OUR PATRONS.

Coshocton, O., July 5, 1911.

The recent death of our beloved president, Mr. I. Bentley Pope, will in no way disturb or change the present manufacturing conditions.

The organization of our factory is complete in every detail, each department having its special work in hand, and being under the control of a competent head.

For the last five years, Mr. W. I. Pope, eldest son of I. B. Pope, has had complete charge of the mechanical end, attend- to all of the mixing, and directing the work in every detail. During this time Mr. Pope, Sr., gave his valuable services in an advisory capacity only; so it is evident that the character of our product will remain the same, except the continued strides in improvements that have marked our progress in the past.

Yours very truly,
THE POPE-GOSSER CHINA CO.

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CROCKERY & GLASS JOURNAL

NEW YORK, JULY 13, 1911.

LAMPS AND THEIR MAKERS.

Illuminating Devices from the Torch of the Savage to the Artistic and Beautiful Creations Obtainable To-day.

THE earliest lamp of which we have any trace was recently exhumed in Bismya, the Babylonian ruin which the excavations for the University of Chicago have recently exposed, and which now represents the oldest city now known. In the lower strata of a temple a conch-shell was unearthed, from which a section had been cut so that it formed a perfect dish, while the valve resembled the elongated nose of a frying pan. In this shell was a black deposit. The conch had clearly served as a lamp. The sea-shell, therefore, seems to have been the first lamp of primitive man. Centuries later, when lamps became more common, and shells could no longer be found to meet the demand, stone was cut into the shape of a shell and its valve. A number of beautiful alabaster and marble lamps, some plain and others more or less decorated, were found at Bismya, resembling the shell from which they were copied.

It would be interesting to know what oil the Babylonian of 6,000 years ago burned in his shell lamp, and how he discovered that oil could produce light. We can only imagine that the fat of the mutton which he was roasting over the campfire ignited, flared up, and lighted the darkness about him. In time he learned to collect the mutton fat into the dish, and to place in it a wick of the cotton which grew wild along the Euphrates river.

Primeval man went to bed when the sun went down, for he had no light. He used fire as best he could, but principally as an illuminant, to keep wild animals away from his hut; for all animals are afraid of light. As he advanced, the idea of the pine shaving or splinter came into his head, and it shortened many a night for the fathers and mothers of the human race. He found that by multiplying the shavings, or the splinters, he increased the light. That was the torch, and it had a long day in the world. After the torch came the flam beaux. It was the light the Romans had until the fifth century before Christ, when the lamp of the Orientals came into use in the Eternal City.

Moses mentions lamps, and so do others, and in all the excavations made in Egypt, India, Greece and Rome they are found. They were in the sepulchres of the very ancient Egyptian kings, and the story is told that they burned perpetually—which, notwithstanding the opinions and statements of saintly men, and their traditions, is an impossibility. In the tomb of Tulia it is said that a lamp burned for 1,500 years, and the story goes also that one burned for 1,200 years somewhere else. In Rome lamps were hung from the ceiling 2,000 years ago. Standing lamps are also found there of peculiar design. In the temple of Jerusalem there were lamps; also in the Forum of Rome and the pyramids of Egypt.

The candle came after the lamp of the ancients. Reference is made to candles in the Bible, but it is a mistranslation for lamps. While Pliny has described candles made of brittle rushes, there is every reason to think they were not candles such as we have Long after Christ candles were introduced in Rome, but they were very expensive and were not in general use. They were made by dipping rushes in pitch and coating them with wax. The real candle was that made in the Middle Ages, and some of them were as heavy as fifty pounds. In the fourteenth century dipped candles came into extensive use. They were made of tallow exclusively. Their perfection came later when Le Brez, of Paris, invented the candle mold.

The candle drove the ancient lamps out of existence, for all were crude, imperfect and bad until 1782, when Amie Argand of France invented a burner with a circular wick which supplied the flame with an inner and outer current of air, and a glass chimney. But the genius of the Frenchman couldn't discover a good method of fixing the chimney on the lamp. This Samuel Parker did by inventing those

attached chimney supports that you see on the burners of the present day.

The genius of ages had been at work trying to devise a means of raising oil in lamps. Hero, of Alexandria, Egypt, 221 years before Christ, invented a method, and between that time and the last century a great many inventions were made along the same line. Peter Keir finally invented a great method for its day by adding to the oil a fluid whose specific gravity was so much greater that the oil easily rose to the top.

The real lamp, as we know it to-day, came with the practical use of petroleum—rock oil, as the Romans called it, from the circumstance of seeing it ooze out of rocks in the Indian Islands. But the Romans, as well as people long after their day, didn't know what it really was, and used it as medicine. The oil used by the ancients was purely vegetable, save in the far northern countries, where animal oil was used which offered greater resistance to freezing.

The lantern was also an invention of note and had its influence upon the world. It was the first great street light, and it was that which guided Shakespeare home from the theatre at night. Saint Jerome is

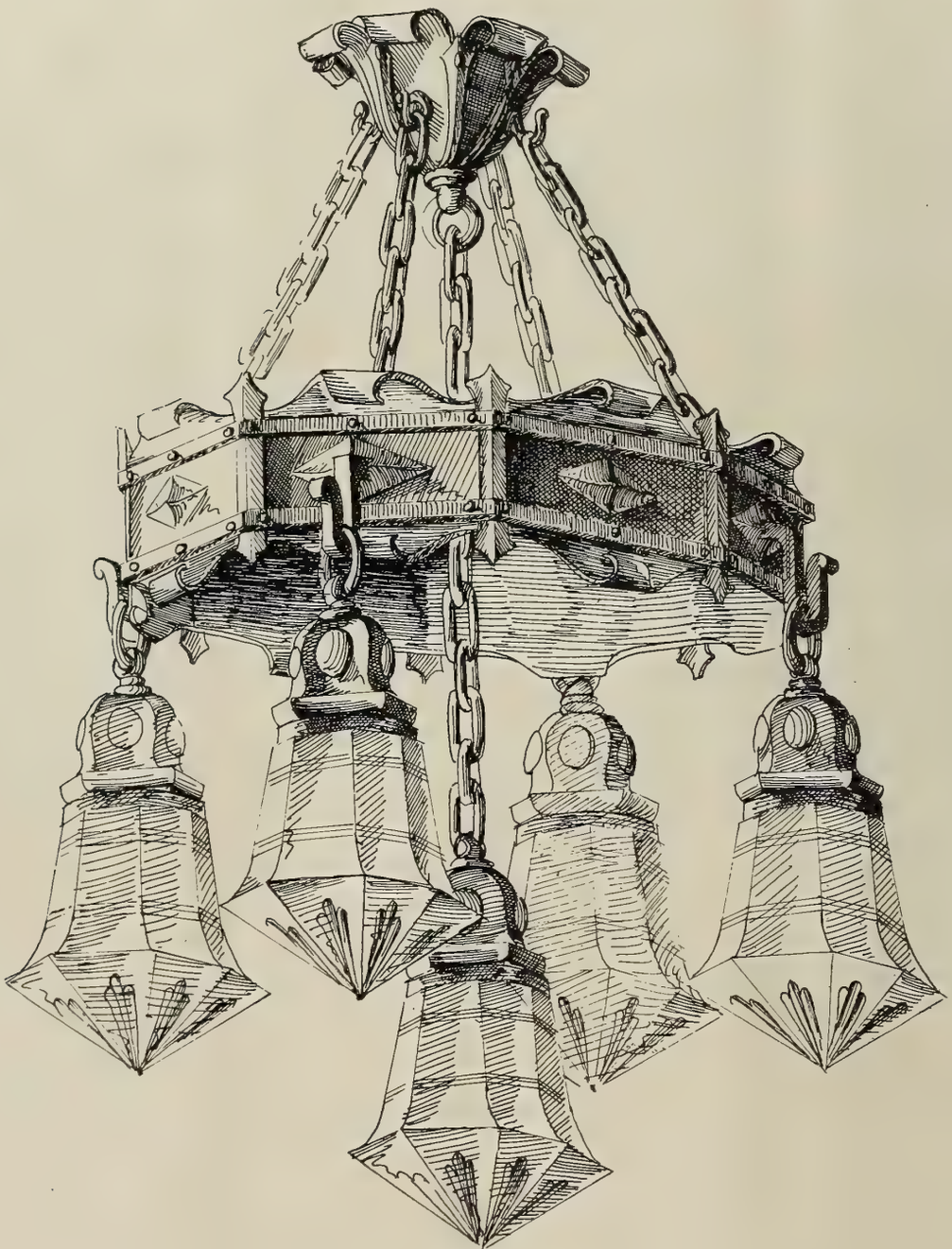


Fig. 5.

authority for the statement there were fixed street lights in Antioch, and there is no doubt but that they were the first street lights in the world. At any rate, they were not in England until abont 1414, when, by order, the merchants of London were compelled to hang lanterns outside their doors at night. A similar order was made at the The Hague in 1553. France came along after that, and it was in Paris that street lights were first maintained at general rather than individual expense. When gas was brought into gen-

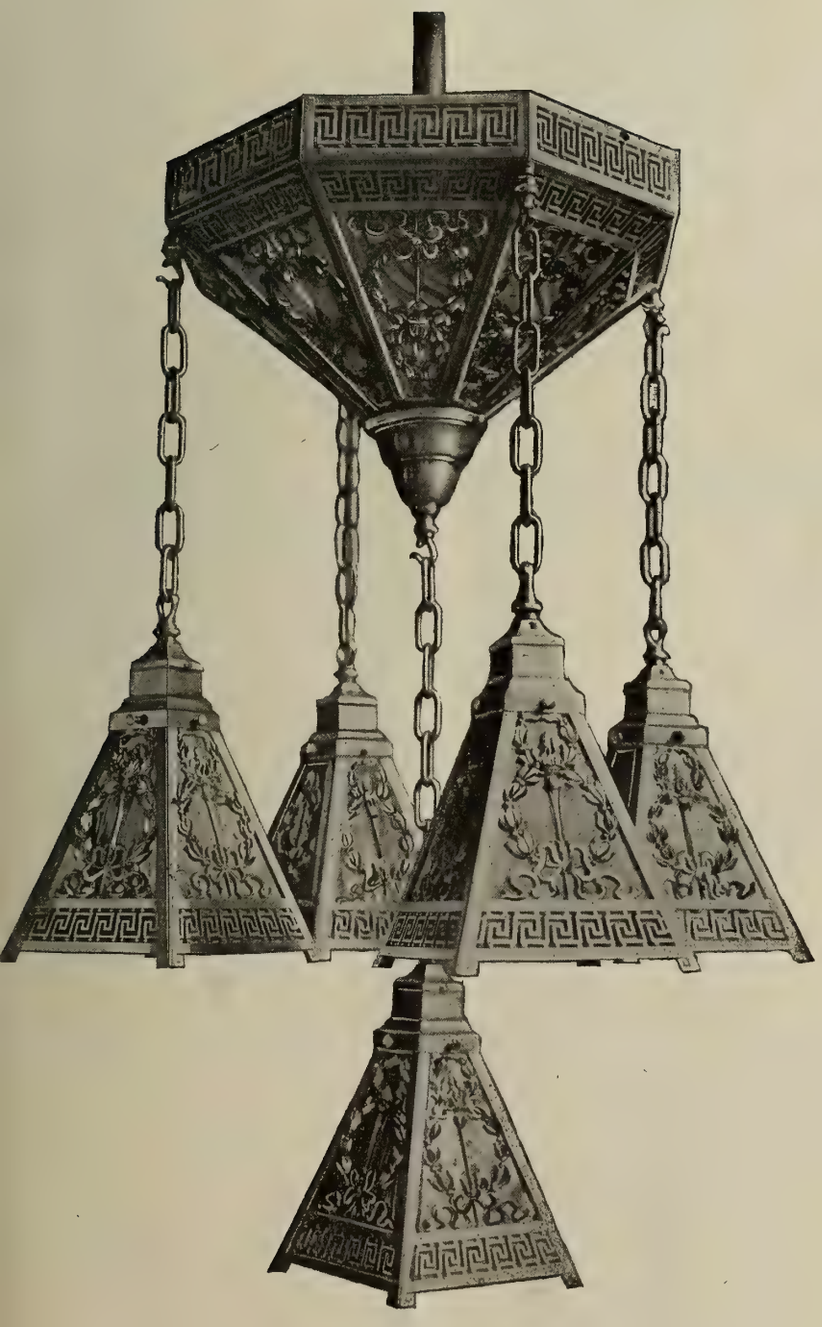


Fig. 6.



Fig. 7.

eral use early in the nineteenth century street lighting became practically universal in Europe and America.

Lamplight commenced its period of retirement when, in 1792, William Burdock, of Ayrshire, Scotland, invented gas. One night, as he sat by his fireside, he saw a burning coal suddenly flash out a blast

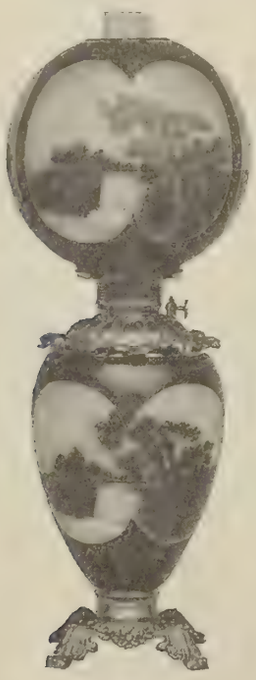


Fig. 1.

of gas. He took his pipe out of his mouth and emptied it. He then put a piece of this burning coal into the bowl of his pipe, and applying a light to the end of the stem, found that the gas burned. That was the beginning of artificial gas. As early as 1644 Von Helmont of Belgium knew the property of gas, and it is even claimed that gas was made in China centuries ago; but science gives the fatherhood of gas to William Murdock. It was first used for illuminating London Bridge in 1813, and after that its spread was gradual but steady until its use as an illuminant became universal.

Sir Humphrey Davy was the father of electricity as an illuminant. It was was he who found the gap between two pieces of carbon, the terminals of a 2,000 cell battery, spanned by light. It was not the electric spark, by any means, but it was the parent beam of the new light. In genealogical succession came the arc lamp. But the arc lamp was not suited for the illumination of small houses, on account of the intensity and irregularity of its light, and something better had to be found. In 1841 Frederick de Moleyn thought of the glass bulb and a metallic wire, the bulb to be divested of air. It promised a solution only. Starr, an American, saw that the metallic wire was a failure, for chemical reasons, and he tried carbon. Starr hit the idea all right, but he made his carbon rod too thick, and his light was a failure. Thomas A. Edison came next with a fibrous conductor, and after about a thousand experiments found that thin strips of bamboo promised success. Others—Swan of England among them—tried silk threads coated over with powder of carbon with some success, but their contrivances, as well as the bamboo contrivance of Edison, all burned out so rapidly that the expense was too great. The exertions of genius finally overcame the obstacles and the candescent light became universal. The history of it is most fascinating. Suffice it to say that the light is at last seemingly perfect from every standpoint, and as an evidence of its general use it is only necessary to say that more than twenty-four million incandescen globes were manufactured in the United States last year.

Had the growth of electric lighting for domestic purposes not been checked by another invention—the Welsbach mantle and burner—it is hard to tell



Fig. 2.

what progress it would have made over gas. This invention has brought gas up alongside of electric light again, or nearly so; but it cannot be made to surpass it, and the advantages of electric light are so much over gas in other respects than mere lighting that it can never stay alongside of it.

With the discovery of the oil wells in Pennsylvania came the invention by Edward Miller, in 1855, of the kerosene burner. Later Leonard Henkle brought out the central draft lamp known as the "Rochester."



Fig. 8.



Fig. 9.



Fig. 10.

This was first made by Wallace & Sons, and later perfected by Edward Miller & Co.

The great thing, about the discovery of petroleum was the fact that it afforded in the devices that were made to burn it opportunities for decoration hitherto unobtainable. Soft-hued and shaded lamps could be placed in nooks and corners or on pedestals with a charming effect. The founts and shades took on an artistic character, and beautiful creations were evolved in both glass and metal, the latter being of such classic form as to furnish their own excuse for ornamental being, without considering the question of utility.

The plain, unattractive crystal oil-lamp of earlier years, and the equally uninviting shade that once

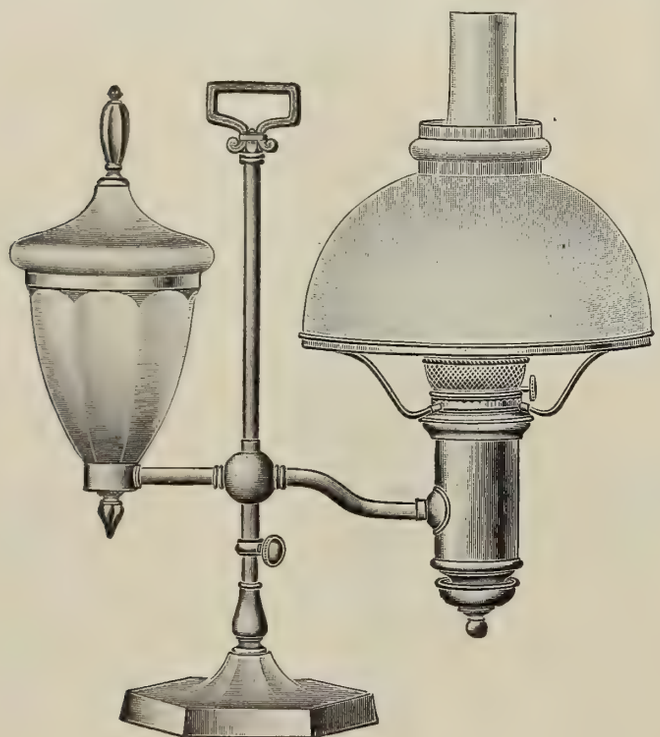


Fig. 3.

surrounded the gas burner, have been supplanted by artistic specimens of modeling and decorative skill. The lamp's light-giving qualities, except in special lines, are now subordinate to its beauty. This disposition on the part of purchasers to select specimens that appeal principally to their sense of the artistic rather than with regard first for the illuminating possibilities of the pieces, has encouraged the manufacturers to produce the most elaborate creations, as a walk through the New York wholesale district will prove.

The wonderful progress in the development of the oil lamp was made strikingly evident to the writer one day recently while on a visit to a downtown showroom. Alongside of an unadorned crystal hand lamp, which looked almost grotesque by comparison, stood a handpainted piece of exquisite proportions. From chimney top to base it measured exactly thirty-five inches. The globe was etched in a freehand depiction of Pysche gazing into nature's mirror—the brook. The scene was one that required uncommon technique in drawing and a discriminating sense of color in the reproduction of the kneeling figure, the limpid character of the stream, its immediate surroundings and the perspective. The subject which



Fig. 4.

occupied the cylinder had for its motive the goddess of love with her arms entwining an urn in which a love potion was brewing. The matt gold-plated finish on the specially-designed crown and base served to further enchance the richness of the lamp.

Fig. 1 shows one of the innumerable designs brought out by the Phoenix Glass Co., who make one of the most comprehensive lines of kerosene oil lamps in the country. A particular form of decoration employed is of white enamel as a border or frame for panel designs. Another excellent design in the same



Fig. 14.

style represents the famous "Ben Hur" chariot race. The management of this department is in the hands of E. D. Terry, one of the best posted men in the trade.

Fig. 2, made by the Consolidated Lamp and Glass Co., has an eleven-inch globe, centre draft burner,

and a total height of thirty inches. The decoration is bold and effective, and has proven a particularly good seller.

Fig. 3—student lamp made by Edward Miller &



Fig. 11.

Co. The advantages of this style of illuminant are many. It casts no shadow, the burner is cool, and every particle of oil in the fount is burned. The de



Fig. 12.

sign though simple is beautiful. Although Edward Miller & Co. are the oldest people in the kerosene lamp business to day, having been established about 1844, it must not be assumed that they are old-fashioned. On the contrary, they are most progressive, and are among the leaders in the manufacture of both electric and gas fixtures.

Fig. 4 shows one of the many designs on view at the New York warerooms of the Fostoria Glass Co., 66 West Broadway.

With electricity the field is limitless. The absence of danger from fire permits of its use in most unlooked-for places. Its wires can be turned and twisted in any direction—a fact that makes its capacity for decorative purposes practically boundless. Here the fancy of the designer may roam at will.



Fig. 13.

Nothing is too odd, nothing too elaborate. Wood, metal, clay, glass, or combinations of either or all, may be employed as vehicles to convey or conceal the thin wire through which the current is carried to the bulb.

Typifying the advancement in the designing and construction of shades for gas or electric purposes was a specimen found in another establishment. It was fashioned somewhat like a mushroom, except that the overhanging sides were longer and more gracefully rounded than the contour of that edible fungus. The design was of a mosaic character, the varying sizes and colors of glass being inlaid by hand. The rich effect created by this combination of possibly a dozen different tones was made even more striking by the odd floral effects accomplished by the systematic inlaying of the pieces. Despite the difficulty

of joining the many pieces of glass so that the floral reproductions would be even approximately accurate, the resemblance to the flower aimed at was close.

Another exhibit contains a portable that is possibly even more indicative of the great progress made. The metal is formed to imitate the trunk of a tree, which ascends to a point where it joins the centre of the top of the shade, apparently merging with the glass. Then by a skilful inlaying of the small glass pieces in the shade the tree seems to spread out its branches, from which spring the flowers.

Fig 5 is the designer's sketch of a very handsome ceiling light made by the Bradley & Hubbard Mfg. Co. and on view at their local showrooms. No concern offers a more handsome or a more artistic aggregation of lamps than this. They vary in price from moderate cost to the most expensive, and in design from the simplest to the most elaborate. The combination of art brass and glass is wonderfully worked out. A visit to their showrooms is an education in the lamp business.

The handsome "shower" shown in Fig. 6 is from the factory of the Goodwin & Kintz Co., Winsted, Conn., and is to be seen at their showrooms, 25 West Broadway. The shades are of a high grade of art glass and the design of the ornamental bronze works speaks for itself.

Fig. 7 shows an electric "shower" made by the Pittsburgh Lamp Brass, and Glass Co. The decoration is charming, and the character of the design secures a soft, diffused illumination that is altogether delightful.

Fig. 8 represents a portable for electricity made by John Morgan & Sons, 63 West Ninth street, whose specialty is the use of their patented Modern Stained Glass, by means of which artistic effects are attained which cannot be produced with leaded glass. Another advantage is its moderate cost.

Fig. 9 is one of the striking designs that characterize the product of the Turner & Seymour Mfg. Co., and dozens of others equally effective may be seen at their local showrooms, 47 Warren street.

Fig. 10 is a product of the Andrew H. Hoag Co., 251 West Ninteenth street. The charm in this design lies in its artistic simplicity. The stand is of brass; shade of brass and art glass. Mr. Hoag is possessed of excellent taste, and succeeds in making attractive goods at moderate prices. The line is for both gas and electricity.

The Plume & Atwood Mfg. Co. are not in the gas or electric portable business, but they say they could not help making the unique adjustable device shown in Fig. 11. It is having a wonderful run.

Fig. 12 is one of the latest patterns in electric portables made by the Crown Novelty Co., Chicago, and shown by their local representatives at 46 West Broadway. It is fitted with opalescent glass and finished in Pompeiian bronze. The whole effect is very good.

Fig. 13 represents an entirely different line and is imported by Bawo & Dotter. The standard is of white Sevres bisque, and the shade consists of four discs covered with imported filet lace.

Fig. 14 is a sample of what art glass manufacturers are preparing for the use of lamp makers. This particular dome is made by the Art Glass Mfg. Co., the Metz Building, Mott street, this city, and is a notable achievement in artistic color blending. This concern also makes the metal parts in various finishes, including old brass, verde antique and bronze.

The group of portables (Fig. 15) illustrated below are the product of the Handel Co., whose local showrooms are at No. 64 Murray street. Particularly beautiful is the dome showing a landscape. When illuminated it is as though viewed in the mellow glow of moonlight.



Fig. 15.

The New York Crockery and Glass District.

AS might naturally be expected when one considers the season of the year and the extreme torridity, there was very little doing in the District warerooms this week. The few buyers who put in appearance ordered only for absolute needs and then quickly departed for cooler climes.

Blakeman & Henderson are now selling their import samples, comprising a most varied and complete assortment of specialties. This is one of the week's opportunities.

Mr. Higbee and "Bob" West, of the John B. Higbee Glass Co., were around the District showing the new sanitary vacuum glass bottle which they are putting on the market.

In their advertisement on another page Bawo & Dotter are showing an electrolier in Sevres bisque, with a lace shade that is a decided novelty. The standard is of white china, unglazed, and the four disks which unite to form the shade are of lace copied from the old and famous French filet lace in vogue at the time of Louis XV. The prices are very moderate, varying from $9 each upward. Dealers in fine china and jewelers who carry bric-a-brac will find these lamps a great acquisition to their stock. When Bawo & Dotter's travelers start on their fall campaign they will have a line of these and other lamps to show.

H. A. Preston, who was formerly in the lamp business with Mr. Fessenden, but who has been out of the trade for many years, has drifted back into the District as a cigar dealer, with offices at 32 Park place.

The latest thing in silver-deposit ware is a glass shaving mug with ornamentations of this increasingly-popular decoration. William Hachnel, 242 Lafayette street, is responsible for this new departure, and is having great succees with it. The Duncan & Miller Glass Co. made the mugs for their New York representative, Paul Joseph.

H. Gerson has been appointed manager in New York for the French China Co., Sebring, O., in place of Alex Yokel, resigned. The office in East Twenty-third street has been discontinued.

The United States Glass Co. have made a tremendous success of their pressed-in brass thread glass lamp. It is one of the wonders of glass making. To advertise the article they have made a paper weight fac-simile of the collar of the lamp which shows the method of manufacture perfectly.

E. J. Burdett, buyer for Macy's, and P. J. O'Neil, occupying a similar position for Abraham & Straus, were browsing around the District on Tuesday.

A. E. Thompson, with the Crescent Cut Glass Co., Newark, N. J., was visiting the concern's New York representatives, O'Donnell & Dorner, at 19 Park place, this week. They have an excellent display of this line, and the new showrooms do the goods credit.

A postal card received in the District from one Macauley, who signs himself "Bull," and bearing the postmark, Loch Sheldrake, Hurleyville, N. Y., states that it is much hotter up there than on West Broadway. Those who are obliged to stay here and weather it out may therefore take comfort in the thought that they are not so badly off after all.

A. P. Doctor has just received three samples which are forerunners of what the fall line of the Central Glass Works, Wheeling, W. Va., is to be. They comprise two claret cups and a tankard. One of the former and the latter are very beautifully en-

graved with Japanese daisies. The other claret has a most artistic ornamentation in as fine a specimen of deep plate etching as we have seen turned out by any American manufacturer.

R. A. Van Raalte, with Herpolsheimer Co., has been in the District placing orders for job lots for a special sale to be held in Grand Rapids in the near future.

Haviland & Abbot have just received a complete line of their "Vienne" shape, No. 912. The decoration is a spray of roses delicately executed. All handles and knobs are gilded, and the whole effect is one that assures for it a ready market.

Frank S. Warren, with Maddock & Miller, was back at his desk on Monday after having had a minor operation performed upon him at the Memorial Hospital, Orange, N. J. He was away from business about three weeks.

The new fall line of the coming season's designs in the white-rose pattern as applied to cut glass will be on view next week at the showroom of Edward Hammond. It is the product of the Emil F. Kuper factory in Brooklyn, which has just opened this week after the annual close-down.

A RAPID SELLER.

BEN SCHLOSS, of the Schloss Crockery Co., San Francisco, who for years was in the English and German crockery and glass importing line, has invented and patented a fruit jar which is formed as a straight cylinder, has no neck or shoulder, and consequently possesses the widest mouth of any jar manufactured. It is called the Golden State Mason.

He has had it manufactured this season for the East by the Federal Glass Co , Columbus, O., and for the Pacific Coast by the Illinois-Pacific Glass Co , San Francisco.

The initial year of the sale of the Golden State Mason has absorbed 25,000 gross for the domestic trade. It has also been adopted as a packing jar by various fruit packers on the Pacific Coast, packed in re-shipping cases, and seems to find a very ready market.

Its cylindrical shape, with the advantage of caps that can be used over and over again, its great vacuum, its being made of a good quality of flint glass, and its attractive appearance, render its sale very easy.

He is now completiug the same jar with a glass cap in addition to the metal cap, for the season of 1912.

AT BOSTON.

IN turning the JOURNAL's searchlight on the members of the Boston fraternity, it is interesting to note what they do outside of business. William R. Claflin, for instance, is an energetic worker in military circles. His specialty is the cavalry end, and he belongs to the National Lancers and to Troop A, first Squadron Cavalry M. V. M. Naturally his hobby is horseback riding, and he would rather witness feats of horsemanship than a ball game. As he puts it: "Give me a horse every time." His first riding for the glass and lamp sweepstakes was from the stables of the National Brass and Iron Works, Reading, Pa., where for eight years he showed his ability as a stake horse jockey on the New England course. He was then entered in the same class under a new owner, the Reading (Pa.) Hardware Co., and showed a high turn of speed with gas and electric portables. Since then "Bill" has owned his own paddock and has as fine a stable of order-getters as ever heard the gun. Here they are: Filly "Krantz-Smith Co." from Honesdale, Pa., who can always get in under the wire on cut glass; the old campaigner, "Andrew H. Hoag Co.," who runs like a wild horse when the purses are portables and shades, and the mare, "Markt & Hammacher Co.," who has a big look in with Swedish enameled ware. Trainer Claflin has recently added to his stable the colt "Wm. H. Gibbs & Co." from Stroudsburg, Pa , which bids fair to secure some of the first money. His string of winners is highly regarded by the trade, and will bear watching for the addition of "dark horses" in future years.



WILLIAM R. CLAFLIN.

J. H. Cecil Watson, manager of the art department of Bigelow, Kennard & Co., is spending his vacation at Nova Scotia.

Henry T. Edwards, the Fostoria man, is enjoying himself at Spencer, Maine, where at Moosehead Lake he can fish to his heart's content.

Among our visitors was Daniel Taylor, president of the Pittsburgh Lamp, Brass and Glass Co., who spent the day at the Boston headquarters. These

offices have received an extensive new line of decorated lamps, many of which have the new "Pittsburgh Bonnet" shades.

Arthur A. Bean, New York representative of A. H Heisey & Co. and general representative of the Laurel Cut Glass Co., was here for a few days.

Harry B. Hollis has taken on the the new line of the Benzinger Co., New York, who recently began the manufacture of leaded art shades and portables, as well as as bathroom mirrors.

Mr. Addie is no longer connected with the Addis-Addie Co. five cent to twenty-five cent store. Mr. Addie went out of the company some time ago. Jason S. Bailey is reputed as now being sole owner.

With the official temperature at 104 three days out of the week, it is not to be wondered at that business was slack. More than thirty stores closed up at 2 o'clock on two days, and signs "Closed on account of heat" were numerous.

Geo. A. Granville, the "Diamond H" glassware representative, has returned from a two weeks' trip in the White Mountains. He says he found ice and snow in several secluded crevices—which sounds good against 104 degrees.

Wm. R. Cummins, glass buyer for the David Harley Co., Pawtucket, R. I., braved the heat to come up and do some purchasing. Another buyer in town was S. S. Hartwell, of Gloucester, Mass.

Paul M. Phillips, Boston representative of S. A. Weiler, returned from his annual factory visit, and departed immediately for a visit to the trade in Connecticut and New York State.

George W. Beals, accompanied by Wm. Swain, his assistant, left for one of his "big" trips on the lamp end. One week each in Philadelphia, Baltimore and Washington will be taken for the display. Other cities will be visited on the way home.

NEW MEMBERS.

At a meeting of the Pottery, Glass and Brass Salesmen's Association on Tuesday, July 11, the following were elected: D. C. Durham, of Gilreath-Durham Co., Greenville, S. C.; Howard R. Handy, with "Pottery, Glass and Brass Salesman;" E.C. Higgins, with Sanders, Frary & Clark, Meriden, Conn.; F. M. Huggins, with Peck, Stow & Wilcox Co., this city.

The death claim of John A. Meyer was ordered paid.

THE CONDITION OF BUSINESS.

New York. Very little business has been done in the past week. Buyers were not numerous, and those who came did not place very heavy orders. The local trade seemingly are in need of but very few goods. Mail orders are fairly numerous, but for small amounts.

Visitors from below the Mason and Dixon line have not as yet appeered in any great numbers. Their advent is expected daily, however, and it is hoped that before another week is over there will be some evidence of reviving business.

Some of the traveling salesmen have already started out from New York, and more will follow from this time on, although many of them are still on their vacations.

Retail trade in and around New York is very quiet. We hear fairly good reports, however, from country and seaside resorts, which are thronged at this season.

In spite of the extreme dullness now prevailing, there is no reason for discouragement. The stability of the crockery trade is remarkable. Its merchants as a whole are in fine financial condition. While it is true that there is occasionally some dilatoriness in the matter of payments, the failures in the past three years have been few and of little importance. When trade once gets started it will go with a rush. The wheels are already beginning to revolve, and it is only a question of time when they will be whirring at a speed such as the business has never before known.

Pittsburgh and Vicinity. Apathy rules the glass market. Factories are idle and salesmen are at home. While some new business is being received, seasonable goods only are finding a ready sale. Lighting goods manufacturers are getting out new lines for the fall, and this branch gives promise of being very brisk.

East Liverpool and Vicinity. While a few of the potteries in the Western district resumed operations this week, others will not start before Monday. As a rule, the manufacturers are anticipating good business this fall. Some new lines have been prepared, but the manufacturers are not showing as many new treatments as they did in the mid-season years ago.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 13, 1911.

WE are in receipt of the following inquiry: "Kindly give us the names of manufacturers of copper goods, such as fern dishes, candlesticks and novelties." If manufacturers will communicate with us we shall be glad to put them in touch with the firm desiring the information. It is a large concern, and the connection may prove valuable.

THE WAY TO SECURE BUYERS.

IF salesmen and agents in general knew how the visiting buyer regards the letters sent to his hotel, they would realize the futility of their efforts. One buyer we know of, who was making his first excursion to the market, received on the second day after his arrival no less than two hundred and sixty-seven letters Now when he comes to town he keeps his name out of the newspapers. He has his list all prepared beforehand, made up of firms with whom he is acquainted, or that have interested him by previous correspondence, or who have been constant, intelligent and energetic advertisers.

This is the time to do the missionary work. Familiarize the buyer with your name and your goods by advertising in the trade organ and sending special letters while he is at home and has more time to think things over. Interest your prospective purchaser beforehand. Get your name on his list before he starts. Start to do it now. If you put an attractive advertisement in the "CROCKERY AND GLASS JOURNAL" with an illustration of one or two of your most enticing pieces you will be taking a long stride toward securing your buyer.

PERSONAL.

THE District was honored by an order from Mayor Gaynor last week. With his usual forethought for his fellow citizens, whom he knows feel the heat as much as he does, His Honor is laying in an extra stock of glassware, and the order, accompanied by three samples, was presented to A. P. Doctor. That the Mayor wishes to give his guests a choice of beverages is evidenced by the fact that he wanted six water tumblers, six lemonade glasses, and six beer glasses. Mr. Doctor, while appreciating the honor, had to decline the contract, and turned it over to one of his customers.

J. D. Dobbs, who has been making his regular midsummer visit to Geo. F. Bassett & Co., returns to his home in the South this week. He says it is hotter in New York than it is in Georgia.

M. E. Lafferty, of Cox & Lafferty, is motoring in northern New York, and at this writing is probably in the neighborhood of Lake George, He is expected to return in about a week

Victor G. Wicke, vice-president and general manager of the Imperial Glass Works, left Bellaire, O., in a motor car for New York last Saturday. After spending a day or two here he will motor to Atlantic City to meet with other glass men who will gather in convention there on the 17th.

Alex. Yokel has giving up representing the French China Co. in New York and has engaged in business as a theatrical manager.

W. E. Murphy, sales manager of the lamp department of John Morgan & Sons, has moved to his summer home at Rockaway, and henceforth will commute to the city.

Shohola, Pa., must be an alluring place to rusticate in, if what E. R. Thieler tells us is so, and we have no reason to doubt his word. The picture postal card sent us fully bears out his statement of its picturesqueness. And as to the fishing, he says he assisted in landing a thirty-inch wall-eyed pike. He

knows the measurement is right, for he ran his own trusty steel tape over it. And the weight was just ten pounds and one ounce. He will not swear to the avoirdupois, however, as he could not ascertain if the scales had passed the inspection of the Bureau of Weights and Measures.

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"All is well and lovely. Kind regards to inquiring friends," writes J. H. Venon, from Stockholm, Sweden; and adds that in reply to a suggestion of Arthur Pohlman in a recent issue he is writing to him as follows: "Why not spend your vacation in Sweden? It is a suburb of Denver."

⚜

Messrs. Wenzel and Donnelly, department managers at the Cambridge (O.) Glass Co.'s factory, called on William Dealing, the New York representative of the company on their way to attend the Elks convention at Atlantic City. If we know the gentlemen aright, and the Elks live up to their reputation, they will have a royal time.

⚜

M. S. Benford is in the South on a trip for Emil F. Kupfer with a complete line of cut glass samples.

⚜

"Bill" Nye, who covers Western New York in the interest of Maddock & Miller, has been in New York for the last few days getting ready for his fall campaign. H. R. Sherly and J. M. Cosgrove, with the same firm, left on Saturday.

⚜

The democracy of John D. Rockefeller has again been illustrated. Wm. Calvert, a clerk in the employ of Edward Miller & Co., is a neighbor of the Oil King at Tarrytown. Recently Mr. Rockefeller gave a concert at his home, employing one of our most noted singers as the star. Mr. Calvert and his wife were among the guests at the musicale, and were then invited to dinner to meet the singer. Last week when Mr Rockefeller attained his seventy-second anniversary Mr. Calvert wired him at Cleveland, congratulating him, and on Monday was the recipient of a return telegram thanking him for the attention.

⚜

Leonard Stock is rusticating up in Pike County, Pa. Leonard is considerable of a fisherman, so there is no doubt about his having a good time.

⚜

E. D. Terry is making a special trip for the Phoenix Glass Co. through the New England States.

⚜

J. L. Krambach, formerly connected with the Anglo-American Crockery and Glass Co., but who is now in business for himself at 444 Market street, San Francisco, as a manufacturers' agent, is in town looking for staple lines to represent on the Pacific Coast. He is registered at the Flanders Hotel.

⚜

L. D. Hatton, who has just returned from a vacation in Pike County, Pa., says that in his anxiety to land a trout his foot slipped on a flat stone, and the next instant he was reclining in the river with a cool stream flowing over his shoulders. He said it was so refreshing that he let the fish go and simply lay there and enjoyed himself. Later at his hotel he received a visit from the Dorflinger employees who are now occupying Camp Misery at Welcome Lake. To console him for the loss of his catch they brought him three tremendous eels measuring respectively 49½, 31 and 27¼ inches. The campers comprise Ivan L. Lawson, William A. Kelch, Walter G. Lawson, Wiltiam J. Weinberg, Joseph C. Falk, J. E Cosgrove, and William Wedenvine.

⚜

Mr. Mahoney, assistant buyer for Strawbridge & Clothier, Philadelphia, is away on a two weeks' vacation.

⚜

J. Arthur Davison, with John Davison, will leave for his summer vacation on Saturday at Cresco, Pocono Mountains, Pa. W. A. Noble is at Atlantic City and W. A. Foster has just returned from a two weeks' hobnobbing with notables at Newport.

⚜

George H Service, with K. L. Wedgwood, came home on Monday from a two weeks' sojourn in the Catskill Mountains. where he had gone to escape the heat He found the thermometer there ranging up in the nineties every day and almost every night.

POTTERS TO DEMAND HIGHER WAGES.

AT the N. B. O. P. convention at Atlantic city the delegates considered the overtures made by the International Federation of Pottery Workers of Europe for the exchange of working cards.

This is the second time the proposition has come before the potters. It incorporates a scheme to regulate, through organization, the migration of craftsmen from various countries.

Under the resolution steps are outlined to prevent immigration of workmen to districts where disputes have arisen, preventing them from serving as strike breakers.

After a long discussion the proposition was finally rejected.

It was stated that nearly every department in the business is underpaid, and a general raise will be

demanded of the maufacturers. A committee of twelve will convene in Atlantic City on September 12 to arrange the scale.

Sanitation and better shop conditions in general will also be asked for.

This was the largest convention in the history of the organization, the delegates considering 219 resolutions.

Thomas Duffy, for the ninth time, was elected president. Others re-elected were: secretary-treasurer, Edward Menge, East Liverpool, ninth term; first vice-president, Frank H. Hutchins, Trenton tenth term.

AT CHICAGO.

AMONG the buyers here were: J E Ellensworth, Peteros, Wash.; H C Clapp, McCook, Neb.; T P Hamlet, Italy, Tex.; C A Davis, Harrisburg, Ill.; J Fitch, Jacksonville, Fla.; A E Peterson, Aurora, Neb.; G F King, Newkirk, Okla.; L J Keath, Kirkwood, Mo.; R H McKenna, Clarksville, Ark.; W A McKenna, Shreveport, La.; J R Merrill, Trenton, Mo.; H A Wenzel, Helena, Ark.; H D Eagerty, Mechanicsville, Ia.; J B Harter, Marlin, Tex.; R J Lee, Corsicana, Tex.; S H Reed, Ashtabula, Ohio; J E See, Canton, O.; C A Phillips, Steubenville, O.; F G Blackwell, Springfield, Mo; W R Blanchard, Princeton, Ill.; A S Stuckey, Ocala, Fla.; H H Brooks, Memphis; W Heyburn, Louisville; M H Tilton, Neb.; H D Bede, Cincinnati; S Summerfield. Detroit; A W Sawyer, Spokane.

* *

Miss Brennan, of the Rothschild crockery department, will take to the woods for a cooling rest about the last of July.

* *

Ira A. Jones, Chicago sales agent of the Pope-Gosser China Co., expects to return from his two weeks fishing and resting sojourn in the Wisconsin woods about the 15th.

* *

During the absence of Head Buyer Peter G. Rinken on his vacation the crockery department of the Boston Store is in charge of James Lyons, who is the new assistant buyer replacing Richard O'Shaughnessy.

* *

Owing to the similarity of names, Abram Adelson, who keeps a small china and glass shop at 908 Maxwell street, has been able to claim and open several letters from Russia addressed to a dental student of exactly the same name who is studying at Northwestern University, and by that means has got himself into serious trouble with the postal department, which charges him with forging the student's signature to money orders for $119.48.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A F Clough, with Tibbs, Hutchings & Co, hf, Minneapolis. 51 Leonard.

T J Neuhausel, of Neuhausel Bros, t, Toledo, O. Cadiliac.

G N Everett, with Woodward & Lothrop, hf, Washington. 334 Fourth avenue.

J Des Laurier, with Shartenburg & Robinson, hf, New Haven Conn. 75 Spring.

C F Longacre, with Bush & Bull, hf, Easton, Pa. New Grand.

J MacFarquhar, with S Kann, Sons & Co, t, Washington. 215 Fourth avenue.

R A Van Raalte, with Herpolsheimer Co, c, Grand Rapids. 821 Broadway.

Miss C Welch, with A Herz, g, Terae Haute, Ind. 160 Fifth avenue.

E H Wolff, with L S Donaldson Co, t, Minneapolis. 2 Walker.

C F Schwerdtman, of Schwerdtman Toy Co, t, St Louis. Mo New Grand.

A P Spangler, with Bush & Bull, Williamsport, Pa. Grand.

S Rinfoos, Circleville, O. 70 Franklin.

OBITUARY.

STRICKEN by the intense heat, Edward Latham, operative potter at the Thomas Maddock & Sons' plant, Trenton, N. J., died July 5, aged fifty-nine. He was born in England and came from Staffordshire to Trenton in 1883.

George P. McNicol, aged forty-five, a brother of H. A. and T A. McNicol, of the Potters' Co-Operative Co., and D. E. McNicol, of the D E. McNicol Pottery Co., was buried in St. Aloysius cemetery last Saturday, his death following an illness of almost a year. For about six years he was in charge of the clay department of the "Dresden" and was a member of the company. He was also assistant treasurer of the corporation.

NATIONAL HOUSEHOLD SHOW.

AMONG others who have taken space at the National Household Show since our last issue are Bing Bros, who will exhibit in conjunction with Schwartz, the toy house; McKee Glass Co., Jeannette, Pa., and Economy Tumbler Co., Morgantown, W. Va.

Among the Potteries
East and West

East Liverpool and Vicinity.

The announcement this week that the Croxall yellow ware pottery in this city is for sale in order to settle an estate created no small interest among the manufacturers. The plant is one of the oldest in the district, and years ago was the leading yellow and rockingham pottery in the West. Since the death of the founder of the business the plant has been under the management of George W. Croxall.

* *

It will be late in July before the officials of the United States Potters' Association will receive from the National Brotherhood of Operative Potters the list of resolutions passed by the recent convention and which will be acted upon in joint conference. The date of the latter will not be settled until probably in August.

* *

The majority of the treatments on the dinnerware of the Smith-Phillips China Co. are designated by Spanish names. Among the ten new open stock patterns shown on the Princess shape this week are the following: "Murcia," a floral and gold treatment; "Imperio," a heavy floral and conventional border creation; "Tirana," a border effect; "Galito," a soft colored floral pattern; "Coruna," a border treatment. There are eight new decorations on the Eldorado shape, and twenty-two on the new Empress toilet.

* *

"I'll soon be able to get around on my own power," laughingly remarked T. A. McNicol, of the Potters' Co-Operative Co., as he climbed into a phaeton to go to his home from the office a few days ago. He is able to withstand more weight on his left leg now, and spends a few hours each day at his desk.

* *

The annual meetings of the stockholders of the Globe Pottery Co. and also those of the Colonial Co. will be held July 17. The former plant resumed operations in full Wednesday, while the Colonial was idle for three days while taking inventory.

* *

Salesmen for the Trenle China Co. started out on the road this week. H. K. Connor went East, George Fowler West, and George B. Mackey into Michigan and other Northern States.

* *

The Homer Laughlin China Co 's large plant at Newell resumed work Monday.

* *

The Youngstown and Ohio River Railroad Co. plans to extend its freight service among the potteries by building an extension to its line and connecting by switches to form a belt route in the "hill district." Claim is made that shipments over this route reach their destination quicker than over any other road entering the Western pottery centre.

* *

The rumor current here to the effect that an eleven-kiln pottery is to be built at Macon, Ga., which will employ "200 people and have a payroll of $10,000 per month," the project being backed by Akron, O., people, lacks confirmation. Locally, nothing is known of the plan, and information sought from the Chamber of Commerce at Macon concerning details is not forthcoming.

Beaver Falls, Pa.

James E. Whittaker, for several years general superintendent of the Shenango China Co., New Castle, Pa , and who recently severed his connection with that concern, is one of the applicants for a charter for the Keystone China Co. of Beaver Falls. Arthur S. Whetmore and Joseph F. Bartley, whose names are also on the application, have also been employed at the Shenango. Information concerning the plans of Mr. Whittaker are withheld. There is an idle pottery in this district, and it is possible the new company will take it over and place it in operation.

New Castle, Pa.

Business with the Shenango China Co. for June was double that of any two months' sales in the history of the plant, according to an official of the company. Hotel china ware is being made a feature.

A NEW SANITARY VACUUM BOTTLE.

THE John B. Higbee Co., Grapeville, Pa., are putting on the market a patented vacuum bottle which is likely to revolutionize the business in that line.

The only thing about it not glass is the cork. It is absolutely sanitary, as it can be cleaned as readily and as well as a milk bottle. In tests made the bottle was filled with hot water at a temperature of 200 degrees, which is as hot as it is possible to get water into a bottle. After twenty-four hours the heat was 165 degrees. As one cannot drink any liquid hotter than from 120 to 125 degrees, this is hot enough for all practical purposes. In another test water was put in at 40 degrees. In twenty-four hours the temperature was 50 degrees, and in forty-eight hours 55 degrees. A further test was made with milk taken fresh from the cow and chilled. This kept sweet for four days in an ordinary room.

The bottle is made in three sizes—quart, pint and half pint. It has a good shape, is made of corrugated glass, silvered, and is offered at a moderate price.

The factory will be ready to make deliveries after August 1st.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending July 11, 1911.

ANTWERP

166 packages glassware.....B Gunthel
4 " " .....A Berger & Co
10 " " .....Koscherak Bros
15 " " .....Graham & Zenger
854 " " .....Miscellaneous Orders
18 " earthenware.....L Straus & Sons
802 " " .....Geo Borgfeldt & Co
28 " " .....G F Bassett & Co
24 " " .....Bawo & Dotter
89 " " .....O Goetz
31 " " .....E R Theiler
7 " " .....C J Dierckx & Co
8 " " .....L D Bloch & Co
4 " " .....Koscherak Bros
21 " " .....Miscellaneous Orders
37 " chinaware.....Vogt & Dose
80 " " .....Strobel & Wilken Co
4 " " .....Miscellaneous Orders
8 " toys.....B Illfelder & Co
80 " " .....C B Rouss
86 " " .....G W Travers
160 " " .....L H Mace & Co
5 " " .....Frank & DeKeyser
81 " " .....Strobel & Wilken Co
62 " " .....Miscellaneous Orders

BORDEAUX

52 packages chinaware.....Wm Guerin & Co
7 " " .....J Pouyat Co
9 " " .....Bawo & Dotter
88 " " .....Herman C Kupper
75 " " .....Miscellaneous Orders

BREMEN

61 packages toys.....Strobel & Wilken Co
14 " chinaware.....

GLASGOW

19 packages glassware.....H A Rogers & Co

HAMBURG

140 packages glassware.....Fenesterer & Rube
866 " " .....W R Noe & Sons
119 " " .....F Euler & Co
76 " " .....O O Friedlander
62 " " .....Brown Bros
17 " " .....O Goetz
4 " " .....M Kirschberger
2 " " .....Koscherak Bros
4 " " .....Graham & Zenger
7 " " .....Lazarus & Rosenfeld
12 " " .....F Bing & Co
35 " " .....L Straus & Sons
126 " " .....Eimer & Amend
30 " " .....Bawo & Dotter
3 " " .....Knauth, Nachod & Kuhne
6 " " .....Strobel & Wilken Co
264 " " .....Miscellaneous Orders
1 " earthenware.....Bawo & Dotter
893 " " .....F W Woolworth
17 " " .....C B Rouss
101 " " .....O Goetz
5 " " .....J Palmer
17 " " .....J Wygand & Co
11 " " .....E R Thieler
8 " " .....Ceramic Importing Co
219 " " .....Miscellaneous Orders
32 " chinaware.....Bawo & Dotter
12 " " .....Strobel & Wilken Co
9 " " .....Miscellaneous Orders
31 " toys.....B Illfelder
15 " " .....G W Travers
447 " " .....Geo Borgfeldt & Co
34 " " .....F W Woolworth
29 " " .....Samstag & Hilder Bros
8 " " .....C B Russ
23 " " .....Knauth, Nachod & Kuhne
262 " " .....Strobel & Wilken Co
389 " " .....Miscellaneous Orders

GENOA

10 packages earthenware.....H Creange

LONDON

2 packages toys.....Geo Borgfeldt & Co
20 " " .....Strobel & Wilken Co

LIMOGES

144 packages chinaware.....Theodore Haviland & Co

ROTTERDAM

286 packages earthenware.....Geo Borgfeldt & Co
33 " " .....L D Bloch & Co
23 " " .....Bawo & Dotter
147 " " .....Miscellaneous Orders
41 " glassware.....Graham & Zenger
14 " " .....Miscellaneous Orders
59 " toys.....B Illfelder & Co
63 " " .....F A O Schwartz
154 " " .....Miscellaneous Orders

SOUTHAMPTON

4 packages chinaware.....C L Dwenger
47 " " .....H Creange
11 " " .....J H Venon
5 " " .....Blakeman & Henderson
67 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON

LIVERPOOL

1 package earthenware.....Jones, McDuffee & Stratton Co
10 " " .....Mitchell Woodbury & Co
10 " " .....Jordan Marsh Co
7 " " .....Meakin & Ridgway
88 " " .....American Express Co
3 " " .....G F Bassett & Co
11 " " .....F W Woolworth
8 " " .....E Boote
2 " " .....Rowland & Marsellus Co
2 " " .....F W Miller & Co

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Judging from present indications, there will be more new effects shown in lighting glassware this fall than ever before. This branch of the trade is showing marked advancement, and modelers are constantly at work striving to bring out that "something new." All of the lighting glassware manufacturers in this district are working on new lines, and the majority will be ready for the trade within a few weeks.

"We are looking for the best fall season in years," said M. G. Bryce, manager of the commercial department of the United States Glass Co. "Everything points to it, and we are making our plans accordingly."

The Imperial Glass Co., Bellaire, is getting out a number of new specialties in colored goods. The shapes are very attractive.

The sale of jelly tumblers this year is exceptionally heavy. Some factories are said to be oversold. Jar lines are in great demand, and repeat orders very common.

One of the latest creations in glassware is a glass rat trap, a product of the Fidelity Glass Co., Tarentum. This is said to be the first time that such an article has been made in glass.

Frank Freese, secretary of the Ripley Glass Co, was confined to his home for several days during the past week on account of illness.

Three of the best selling lines in glass this season have been iced teas, sodas and jellies. Some dealers have been unable to get their orders filled. The warning to anticipate their wants was sounded several months ago. Those that did not heed are now short of goods.

The removal of the general offices of the American Association of Flint and Lime Glass Manufacturers from the Stevenson building to a new location is expected within a short while. Actuary J. W. Kunzler is now "scouting" for a suitable suite of rooms. The Stevenson building is to be razed to make room for the erection of the new Oliver Hotel Building.

S. F. Elkins, of the Krakno Glass Co., announced this week that the sales force of the company would be increased during the summer so that representation would be possible in all the large cities. Lighting glassware is the sole specialty of this company, and a line of probably fifty new shapes and treatments is being arranged for the fall.

The Rochester Cut Glass Co. is working up a new line of goods for the fall trade. Designs are now being selected, and many items other than tumblers will be shown.

One of the latest offerings of the McKee Glass Co. is a centrepiece consisting of one large and four small vases with glass chains extending from the top of the larger vase to each of the smaller ones. Two designs are being shown, one in the "Puritan" pattern and another in a colonial effect.

The Rawsthorne Engraving Co. is exceptionally busy preparing illustrations of new cut glass patterns to be shown during August. Some illustrations of lamp lines have been made full size, and are the largest single lamp cuts ever produced.

A meeting of the board of directors of the United Stores Co. of America was held Tuesday afternoon with a view to consider a proposition to buy the plant of the Buckeye Tumbler Works, at Shadyside, O. Business men from Toronto, O, are concerned in the United Stores Co., together with several from East Liverpool.

The blown department of the former plant of the Riverside Glass Co. was placed in operation this week, tanks only being used. Men who operated the Crescent Glass Co. at Wellsburg have bought the property. Only about one half of the plant has been purchased from the interests representing the bondholders.

AT PITTSBURGH.

A SLIGHT improvement in retail trade is noticed in the larger department stores. Dinnerware is moving very well with some concerns, while others report a good demand for glassware.

Frank Zoellig, manager of the Pittsburgh office of Bawo & Dotter, is enjoying a two-weeks' vacation with his wife on the Great Lakes. In the meantime, B. F. Pritchard is in charge.

Cecil E. Taylor opened at the Ft. Pitt. last week with the Taylor, Smith & Taylor lines, and showed a number of new treatments on dinnerware.

W. J. Harkness has engaged the large banquet room of the Monongahela House to show the lines of Sibley, Lindsay & Curr, Rochester, N. Y. He is assisted by T. R. Gaffney. The display is the largest of the kind ever maintained in this city, the cases containing the samples requiring two large freight cars for their transportation.

Charles Spier opened at the Colonial with the Langsdorfer lines.

Fred Classen was at the Ft. Pitt with the Quaker City Cut Glass Co. samples.

W. W. Lang, manager of the Pittsburgh office of Kinney & Levan, has returned from a three weeks' automobile trip through Western Pennsylvania and Eastern Ohio, during which time he gathered in some business as well as a lot of pleasure. The trip did Mr. Lang considerable good, and he is now looking the picture of health.

B. C. Miller, with the Koch Importing Co., Baltimore, showed holiday novelties at the Colonial-Annex last Friday.

The Mitchell-Woodbury lines are being displayed at the Colonial by Charles T. Woolley.

F. W. Ebbling, of Ebbling & Reuss, maintained his usual exhibit at the Colonial during the past week.

T. A. Neely, of the china and glass department at Boggs & Buhl's, was taken suddenly ill while at his desk last week with acute indigestion and had to be conveyed to his home in an ambulance. Physicians were hurriedly summoned, and after being under their care for several days Mr. Neely is able to be "on the floor" again, but rather weak from his experience.

Ten firemen were injured or overcome, a $200,000 property loss was caused, and the mercantile centre of Pittsburgh was threatened by a spectacular fire that destroyed "The Fair," a department store at Market Street and Third Avenue, last week. Pittsburgh's entire fire-fighting forces in the downtown, Oakland and south side districts were needed to check the fire. Toys, china, lamps, pottery and glassware were handled.

TO BRIGHTEN OLD GILDING.

TAKE sufficient flour of sulphur to give a golden tinge to about a pint and a half of water, and in this boil four or five bruised onions or garlic, which will answer the same purpose. Strain off the liquid, and with it, when cold, wash with a soft brush any gilding which requires renewing. When dry it will look about as good as new.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

COMMISSION salesman wanted for side line of salable brass novelties. Liberal commission. Address Box 759, this office.

SITUATIONS WANTED.

SALESMAN Japanese goods, twelve years' road and city experience, wants to connect with good line. Address BRESLIN, 608 West 181st Street, New York City.

BUSINESS OPPORTUNITIES.

MANUFACTURERS' agent wanted to handle a well-known line of lighting glassware in the South. Address W. E. M., this office.

WANTED—AGENCY FOR GREATER NEW YORK AND VICINITY. LINES OF DECORATED DINNERWARE, HOTEL CHINA, PRESSED GLASS AND BLOWN WARE. CORRESPONDENCE STRICTLY CONFIDENTIAL. O'DONNELL & DORNER, 19 PARK PLACE, NEW YORK.

FOR SALE.

STOCK of 250 domes and shades, latest style and design, manufactured expressly for the coming season, for sale. Corporation has retired from active business. Any reasonable offer of a lump sum for entire lot of shades and domes will be accepted. Call for inspection of this stock. P. O. Box 367, Perth Amboy, N. J.

FOR SALE—Two-kiln yellow ware pottery in good running order, in settlement of an estate. For price and terms inquire of the CROXALL POTTERY CO., East Liverpool, O.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Théodore Haviland

Limoges,
FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices
and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301 302, 303, 304, 306, 308, 310, 312,
314. **316**, 318



AT ST. LOUIS.

TRADE conditions in this vicinity are still below normal, although some houses report mail orders good for small amounts, with frequent repeaters. Frank Krenning, buyer for the largest jobbing concern west of the Mississippi river, the Krenning-Westermann China Co., remarked: "While we have been busy all along, trade, generally speaking, is only fair." The situation is similarly summed up by the senior member of the Blankenmeister Glass Co., whose comment on conditions is that business is dragging along with small orders except for such hot weather items as lemonades, iced teas, ice creams, and beer mugs, for which lines the demand has been exceptionally good. There is, however, considerable optimism current with respect to a good fall business, especially among the crockery and glass buyers in local department stores, some of whom report trade in housefurnishings far above what was expected.

A fine business was registered by the Grand Leader department store in open stock dinner sets.

At the "Famous" all records in housefurnishing sales are thus far broken by J. W. Boston, head of that department, while A. Schuchat, buyer of china and glass, says that trade in fancy china, cut glass and dinner sets is very gratifying.

Equally encouraging is the report of B. Baker, china and glass buyer at Wm. Barr's, where a wide range of hot weather items have moved briskly, ninety percent of the sales consisting of high class gold band open stock dinnerware and goods designed for fluids. He looks forward to a big fall business.

Trade in bar glassware has been very good thus far with the Lange China and Glass Co., and the china sales also exceed those of the first half of 1910.

The Enterprise China and Glass Co. are putting in one of the latest new square fronts, which will add materially to their method of showing the lines. A fairly good business is registered in restaurant and bar supplies.

The annual outing of the Grand Leader's employes took place last Saturday in Normandy Park. Twenty-five cars were required to transfer the force

Jack Kennedy, the well-known salesman of the Roseville Pottery Co., Zanesville, O., has again been seriously injured in an automobile accident. During his indisposition Harry Bash will take the road and is scheduled to arrive in St. Louis soon.

"We are doing an excellent buisness throughout the house and an increasing trade in our crockery and glass department," said a buyer for the Scruggs-Vandervoort-Barney establishment.

Harry Kelly, manager of the U. S. Glass Co.'s local sample rooms, left for the East late last week.

W. M. J. McKenna, of the Wayne Cut Glass Co., showed his firm's lines at the Planter's last week.

A. R. Engelmann, representing Krantz, Smith & Co., cut glass manufacturers, showed his lines at the Maryland this week.

C. H. Parshall, local representative of the Potomac Glass Co., reports buisness picking up somewhat. Mr. Parshall also represents the Ohio China Co.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g June 24, '11	Corresponding period 1910	Exports Jan. 1 to June 24, '11	Corresponding period 1910
Boston	729	862	4091	4051
New York	453	542	4050	3812
Baltimore	935	666	6006	7002
Philadelphia	192	827	2368	3298
New Orleans	113	215	512	902
Newport News	....	....	26	55
San Francisco	4	....	123	...
Portland (Me.)	....	37	545	1029
Galveston	41	347	480	669
Portland (Or.)	....	.	....	..
Inland Points	43	289	877	1345
Total	2530	3785	19078	22163

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g June 24, '11	Corresponding period 1910	Exports Jan 1 to June 24, '11	Corresponding period 1910
New York	60	90	3839	3644
Boston	208	156	4030	3693
Philadelphia	94	86	2344	2798
Baltimore	61	....	6001	7059
San Francisco	....	....	96	....
New Orleans	41	9	461	581
Portland (Me.)	....	....	389	591
Galveston	1	65	480	1130
Newport News	....	....	26	55
Portland (Or.)	....	....	....	30
Inland Points	....	....	238	1096
Total	465	406	17904	20677

CROCKERY & GLASS JOURNAL

NEW YORK, JULY 20, 1911.

GLASS MEN AT ATLANTIC CITY.

Good Attendance, and Animated Discussion on Topics of Importance.

DANIEL C. RIPLEY RE-ELECTED PRESIDENT.

THE call of the sea always appeals to the glass manufacturers, particularly those from interior points, and it was heard on the 17th inst, when about twenty-five of those who supply the country with glass in its various forms met for their thirty-fifth annual convention at Atlantic City.

The intense heat which has pervaded the country for so long was modified by a strong southerly breeze, and the sun's rays were tempered by huge masses of fleecy clouds. When the morning broke there was little evidence of the downpour which was to follow; but at one o'clock, just before the members were to assemble at Heinz's pier, a gentle drizzle began which was followed by a drenching rain. Many of the members who were strolling on the board walk were forced to hurriedly seek shelter, and there was a lively demand for covered rolling chairs to take them to the meeting place. With the characteristic enterprise of all seaside purveyors, the chair owners jumped the price, and the unfortunate glass men were placed in the predicament of being soaked in either case—whether they took the chairs or not.

The meeting was set for 1:30, but owing to the rain it was nearly two before the collation was served. President Daniel C. Ripley took the head of the table, and Vice-President Marshall W. Gleason the foot. The feast was graced by the presence of Thomas Raymond Evans, grandson of Thos. Evans and son of Howard S. Evans, who shared the head of the table with the president, and was made honorary member for the time being. The boy, who is nine years old, enjoyed the situation fully.

Calling the meeting to order, Mr. Ripley said that he proposed an innovation. In all the years the members had met he said they had never invoked the divine blessing. He thought it was time this should be done, and gracefully phrased the invocation. The luncheon, which was the best that has ever been served, was, contrary to the usual custom, spread on a long table, around which twenty-two members and guests were seated. The menu consisted of consomme en tasse, followed by crab meat a la Newburgh, chicken and lobster salads, cold ham, tongue and chicken, ice cream, cake, coffee and cigars. There was no attempt at speechmaking, and immediately after the cigars were passed around the meeting went into executive session.

On roll call the following members responded: Daniel C. Ripley, president; Marshall W. Gleason, vice-president; W. T. Gillinder, A. J. Smith, C. E. Voilte, John Yaeger, Thomas Evans, Frank G. Bryce, Thomas W. McCreary, E. J. S. Van Houten, George Wehr, Melvin Kaye, E. P. Ebberts, J. L. Holton, H. McAfee, J. F. Kirk, J. A. Knox, W. F. Dorflinger, F. R. Gillinder, jr., and John Kunzler, actuary.

Besides these there were present, but not attending the meeting, Victor G. Wicke, E. J. Barry and



DANIEL C. RIPLEY, PRESIDENT.

William Davis, together with E. J. Huott, representing "Pottery and Glass," J. F. O'Gorman, of the "Pottery, Glass and Brass Salesman," and George M. Jaques, of the CROCKERY AND GLASS JOURNAL. William Jackson, the well-known soda ash man, was also on the pier.

After roll call the election of officers took place and resulted as follows: For president, Daniel C Ripley; first vice-president, Marshall W. Gleason, second vice-president, Andrew J. Smith; treasurer, Thomas Evans; actuary, John Kunzler. These, together with Marion G. Bryce and William T. Gillinder, will form the board of directors.

Reports of committees were next in order, two of these bringing out lengthy discussions; but as they were matters pertaining strictly to the association they were not given out for publication.

Resolutions on the death of George W. Blair were ordered, and a committee consisting of Messrs. Ripley, Gleason and McAfee was appointed for that purpose. It was also ordered that resolutions on the death of B. H. Tiebout be prepared.

A very graceful act on the part of Mr Knox, president of the United States Glass Co., pleased everybody when he offered a resolution of thanks for the untiring and useful services of Mr. Ripley, who had presided over their deliberations for so many years. When a standing vote was called for the members were on their feet almost before the words were out of the mouth of the proposer.

A vote of thanks was also extended to the Heinz people for the use of the Pier.

The meeting then adjourned, all being well satisfied with the day's work. The rest of the week and possibly some days of the next will be devoted to conference with the workers, who are also assembled at Atlantic City.

FLOTSAM.

"Gus" Heisey was not in attendance, and was sadly missed, as he has rarely failed to be present at these gatherings. No one seemed to know why he was absent.

The storm having cleared at sunset, the board walk was enlivened by all the members of the association, who could be seen in little knots here and there talking over the events of the day or enjoying the cool breezes in rolling chairs.

E. J. S. Van Houten is always a marked man on the beach, his height making him conspicuous.

Victor G. Wicke finished his tour of 967 miles in a motor car, arriving at Atlantic City on Sunday morning. He and his wife were "well and happy; but, oh, so tired!"

Thomas Evans was seen on the board walk in the evening with his wife and two grandchildren—Thomas R. Evans, son of Howard S., and Margaret Gray Evans, daughter of Thomas R. senior.

Arthur J. Bennett, president of the Cambridge (O.) Glass Works, who had been touring from his home to Lexington, Mass., with his family, was detained so that he only had time to reach New York and take a late afternoon train for Atlantic City, where he arrived after the meeting adjourned.

It was the unanimous opinion of all present that the meeting was one of the best held in years. Although no matters of vital importance came up, it cemented friendships, and preserved the *entente cordiale* of the association for events which may arise in the future.

OUT FOR THE BUSINESS.

ONE of the cut glass concerns which has been supplying the trade from its factory has now showrooms at 19 Park place. The Crescent Cut Glass Co., of Newark, N. J., has arranged with O'Donnell & Dorner to represent it in New York, and is now entering on an active campaign for orders. That it will be successful there is hardly a shadow of doubt, for A. E. Thompson, the president of the concern has prepared an enticing line of samples at a price



that the most conservative buyer will hardly be able to resist. The workmanship is of the best, and the care with which the designs are executed is noticeable. Electroliers, an illustration of one of which is shown above, have been among their strong points hitherto, and the patterns that they make in this line will take some beating for price and quality. The three designs shown in their advertisement in another part of this issue will also stand investigation, and the managers of cut glass departments will spend their time well in examining them.

The New York Crockery and Glass District.

ONE of the biggest department stores in the city has just been taking stock of its china and glass and finds it so greatly depleted that the buyer was ordered to go down into the District immediately and place large orders. The firm reasoned that many other concerns are in the same boat as themselves, and that unless orders are placed at once delivery will be delayed on account of the great demand that will be made this season upon the manufacturers. They were right.

E. R. Thieler has received from the Dresden factory of Villeroy & Boch a fine line of new earthenware vases. The colorings are beautiful, one in particular being in a delicate light gray with a conventional design of high order in white. Others are more sombre in color, but most artistic.

A local representative says that he has been notified by his firm that certain lines will have to yield higher profits in future. He feels convinced that prices will be raised in many other directions soon.

Robert Slimmon & Co. are showing a teapot that should appeal to every careful housewife. It is supplied with an oval tray, at one end of which is a round place for the teapot, while the other end extends under the spout and is fluted so that all drippings are caught. It is made in brown and jet Rockingham ware, either plain or decorated.

Knight & Startup, Mlddletown, N. Y., were represented in the District this week, and many agents and representatives were cheered thereby.

Meakin & Ridgway have just issued a catalogue of their hotel ware which is one of the most complete booklets of its kind we have ever seen. It gives a list of every article, with illustrations of most of them, and descriptions which cover the length, width and capacity of each piece, together with prices. The buyer can see just what he needs at a glance.

Among the week's bargain offers is that of Julius F. Palme, who is closing out his samples. An opportunity is thus afforded to secure a large variety of very desirable goods for little money.

The Roseville Pottery Co. have sent to their New York showroom a new jardiniere which may be taken as a forerunner of their fall line. It is somewhat on the order of an Egyptian decoration, having an inverted pyramid of small squares divided by columns that give much dignity to the design.

A salesman in the District last week sent the following "business letter" to a buyer in the West:

DEAR JOHN—It's fine to sit in the New York office on a good warm summer day and write your friends, the buyers: "Please send some orders this way!" The "boys" are all taking vacations—I would like to take mine, too; but I need some more expense money in order to see me through. So please hurry up that order! I'll leave it all to you to make it as large as you possibly can and help my dreams come true.

Yours truly, ———

The fact that it was totally unlike the forms prescribed by the correspondence schools was evidently in its favor, for it evoked the following reply:

"That poetry you wrote is certainly worth an order, and I am going to the stock room now to look one up for you, even though it is 100 in the shade here."

Another of the week's opportunities is a fern dish for which Edward Hammond will accept orders for a limited time at $1.80 each.

Vogt & Dose are having quite a run on their line of open stock French china dinnerware. They have fifteen different patterns to draw upon, and the repeat orders are coming in most satisfactorily.

THE CONDITION OF BUSINESS.

New York. Trade continues very quiet, although there has been a little more inquiry than for some time previous. Some good bills have been made on close-outs, and there have been numerous mail orders booked. Men who have just started out on the road have hardly had time to make returns, but their reports are of the most encouraging nature. As usual at this time of the year, they are meeting with disappointments in connecting with buyers, many of whom are away from home.

The wholesale buyers from the South who ought to be here at this time have not reported in great force as yet in the showrooms. If they are in the city they are spending their time in recreation.

The importers who carry stock have their fall samples all ready and are waiting the advent of customers.

The glass manufacturers will not bring out extensive new lines this fall, but their individual pieces are now ready.

Manufacturers of metal lamps have been active in preparing new goods, and their sample lines for fall delivery are awaiting inspection, The cut glsss men are always producing something new, and they, too, are in good shape for early buyers,

The toy manufacturers have had a better trade through the dull times than almost any other branch of the business. They have had their samples ready for the past two months.

Conditions throughout the country generally have improved somewhat during the past week. The drought has been broken in the Sonth, and perhaps no better evidence is needed to show that a big crop of cotton will be harvested than the fact that on Monday after the rains prices dropped over forty points. Late corn also gives promise of a bumper crop. Spring wheat shows an immense harvest, and the later crop promises even better. The outlook for a big trade the coming season grows better every day.

Pittsburgh and Vicinity. Fires have been started in the glass factories, and the manufacturers begin the last lap of the year with an excellent volume of business on their books—in fact, they closed with more orders on hand than there was stock to fill them. The American glass manufacturers will undoubtedly show a remarkable sales list when the business for the welve months is totaled.

East Liverpool and Vicinity. All the potteries resumed operations Monday, and the future looks encouraging. There are more inquiries noted than a year ago at this season, and the volume of business being booked now is divided between immediate and future shipments. Salesmen will be out on the road within another ten days.

SALESMEN'S ASSOCIATION NOTES.

NEW YORK, July 19.

Editor CROCKERY AND GLASS JOURNAL

Dear Sir: Why not send to each member of the Pottery, Glass and Brass Salesmen's Association a postal request for an expression favoring or opposing a beefsteak dinner substitute for the annual banquet of the Association?

I venture an humble opinion that the replies would spell the finish of the banquet. I know of at least a dozen salesmen who remained away from the last annual dinner simply because they could not afford, in justice to their families, to attend. Others, who did not reckon the cost, were among the absentees because, as they put it, the "fixin's" necessary would put a crimp in the pleasure.

I must take occasion here to thank the CROCKERY AND GLASS JOURNAL for the interest it takes in matters pertaining to the Association The boys have valued its friendly offices on countless occasions, from the olden days when "Bill" Harris, the JOURNAL's representative at that time, started the organization on its way, down to the present; and its efforts to further the cause will serve to cement the ties of friendship, none the less real because quiet and unobtrusive.

Yours very truly,

A MEMBER.

NEW YORK, July 18, 1911.

Editor CROCKERY AND GLASS JOURNAL,

Dear Sir: Answering your article in the issue of July 5 in regard to banquet or beefsteak dinner, would say that as far as I am personally concerned I should much prefer the latter.

Respectfully yours,

E. W. HAMMOND.

NEW YORK, July 17, 1911.

Editor CROCKERY AND GLASS JOURNAL,

Dear Sir: In a recent issue of the JOURNAL I note in your "Salesmen's Association Notes" what you say in reference to doing away with those dignified banquets. This exactly expresses my sentiments. For the last four or five years there have been banquets held that a majority of the members have not attended for the simple reason that a great many of them do not feel disposed to put on a dress suit and come into a place where men are there who have been used to attending such entertainments probably once a week. Some of the members would like to hold their end up with the others that are present, and being that they cannot afford it they would rather stay away. Therefore, I think that the members should get together and, as you suggest, have a beefsteak dinner or smoker, where every member can meet the others socially, not necessarily making him feel small if he does not keep his end up. The correspondent thinks that by getting up an affair

of this kind, and charging a little more for tickets than what the cost would be, the Association would be benefitted by it. It is a good deal the fault of the members themselves, as they do not attend the meetings; and I therefore state that it would be advisable for every member who can to be present at the meetings called for the purpose of getting up the annual entertainment, and demand this of the Association.

I know full well that an affair of this kind would be enjoyable and profitable, not alone in the financial end of it, but also in increasing the membership list.

Very truly yours,

ONE OF THEM.

OPERATIVE POTTERS' DEMANDS.

A MEETING of the U. S. Potters' Association is called for Friday, July 21, at the Monongahela House, Pittsburgh, to consider and take action upon the following demands from the National Brotherhood of Operative Potters.

From our advices there will be a very large attendance, as, according to a dispatch, "all manufacturers who have been identified with the Association in the past have again become affiliated."

It is believed that at this meeting the labor committee of the Association, which will be the manufacturers' conference committee, will receive instructions to combat a movement which is said to be on foot in the different pottery districts to get all operatives outside the Brotherhood into that organization.

LIST OF PROPOSITIONS.

1. That all sagger clay be prepared and put on the floor ready for use, without any expense to the saggermaker.

2. That all green saggers be delivered, by the firm, to the kiln in which they are to be placed, without extra work or expense to the saggermaker.

3. That kilnmen shall not be required to go beyond the kiln door or equal distance in the rear of the next kiln from the one in which they are working, for their saggers, except where the kilns are built in such a manner that it is impossible to put the saggers around them. This condition shall be a matter for settlement between the local and the firm.

4. That all props, bats, tile, door liners, bitstone, fret and stain be delivered to the kiln door by the firm. Fret, stain and bitstone to be in saggers ready for the kiln.

5. That the following uniform standard for saggers be adopted:

	Height	Space	No. Holes	First Hole from Bottom
Teas and Fruits	10¼	1⅛	8	¾
Coffees	9⅛	1⅛	7	¾
Double five-inch	8	1⅛	6	¾
Single Banjoes				
Five, six and seven inch	11	1¼	8	¾
Seven inch cover sagger	10¼	1⅞	5	1
Stake dish saggers				
Nine, ten and twelve inch	9	1½	5	1
Fourteen, sixteen and eighteen inch	9	1⅞	4	1½
Tommy Davis	9½	1⅛	6	1¼
Yokes	9¾	1½	6	1¼
Wash Bowls	9¾	2¼	4	0

Common saggers not to exceed 56⅔ inches in circumference.

Strips on sagger bench not to be over three-fourths (¾) of an inch thick.

Note—China not included.

6. That the kilnmen be no longer required to carry wad boards back to the wad room, when their day's work is in the kiln.

7. That the measurement from the kiln door to the door of the green ware room or dipping room be abolished, and a new measurement established, from the kiln door to the center of dipping room, or green ware room.

8. That punching kilns, and sweeping in the kiln shed, by the odd men, while the kiln men are still working in the shed be discontinued, and that the sweeping be done after they are through work.

9. That all top kilns and all low, or what is known as sagger kilns, be placed by union kilnmen.

10. That all ware placed on the sagger bottom, in glost kilns, shall be rubbed or sponged by the firm before leaving the dipping room, this to include individual butters.

11. The dust caused by emptying saggers in the china kilns, where the kilnmen are working, is injurious to their health, and we ask that this unhealthy condition be prevented by installing blowers or by emptying saggers when the kilns are being drawn.

12. That a committee be appointed to investigate the placing of china throughout the country, and make a standard price, at so many feet per kilnman's days work, based on the result of their investigation.

13. That kilnmen placing china and general ware be granted a ten per cent. increase in wages.

14. That all printed, tinted, sprayed or stamped underglazed ware brought to the dipper stilted, spurred or boxed for dipping, and requiring special care, shall be paid for at the rate of 20 cents for every 50 dozen of regular dinner ware.

15. That the Conference fix a maximum distance for dippers carrying boarded ware, and distances greater than the maximum to be paid extra.

16. That the use of raw glaze be abolished.

17. That the firm shall be required to furnish sufficient baskets for the proper drawing of kilns.

18. That the kilndrawers shall not be required to carry saggers past the second kiln, unless an additional man is allowed on account of long carrying; nor required to carry sand to another kiln from the one they are drawing.

19. That kilndrawers be granted a ten per cent. increase in wages.

20. That a uniform size and price list in all china branches be established.

21. That no foreign mouldmaker be permitted to take a bench until the Standing Committee has passed favorably on his credentials.

22. That 10 per cent. on mouldmaking be restored, and the price of blocking and casing shall be four dollars ($4.00) per day, and all alterations be paid at the same rate.

23. That all articles not mentioned in the mouldmaking list, and which are not classed with dinner ware or toilet sets, shall be classed as specialties, and the prices settled on them as such, also that the Manufacturers appoint a Committee, to act in conjunction with the Mouldmakers, to make a uniform price on all unlisted articles.

24. That the articles here mentioned be paid for as follows: Laughlin China Co., mustard covers, pressed, 22 cents per dozen, Graham egg cups, sticking-up, 18 cents per dozen; buckwheat covers, finishing, 5 cents per dozen; 9s ewers, paying less than 92 cents per dozen, shall be advanced to 92 cents per dozen. 9s ewers, now paying 92 cents, shall be advanced to $1.00 per dozen; sauce boats 46 cents per dozen, and sugars, one size only to set, 65 cents per dozen. Sticking-up, 9s Cable chambers, 30 cents per dozen; spittoons, low parlor, plain, 11 cents per dozen; spittoons, low parlor, festoon, 15 cents per dozen, and plate bottom butters, complete, 20 cents per dozen. Casting, Rocaille Restaurant cream, 21 cents per dozen; jugs, 36s, 40 cents per dozen; 42s, 34 cents per dozen; 48s, 31 cents per dozen, and 54s, 28 cents per dozen.

25. That after January, 1912, the ratio of apprentices to journeymen pressers or casters shall not exceed one to eight. The term of apprenticeship shall be five years, at the following discounts:

33⅓ per cent. off first year.
25 per cent. off second year.
20 per cent. off third year.
15 per cent. off fourth year.
10 per cent. off fifth year.

No journeyman shall be discharged to make room for an apprentice, and no apprentice at present employed shall be discharged for the purpose of establishing the foregoing ratio.

26. That the General Ware Pressers be granted $3.50 per day, when working day wage.

27. That all granite shapes made in C. C. shall be paid for at granite prices.

28. That the General Ware Pressers and Casters be granted a ten per cent. increase on all articles except Soup Tureens, Cover Dishes, Casseroles, 24s and 30s Creams, Pickles, Sauce Tureens, Stands, Oyster Tureens and Syrup Jars, and that all articles on the Sticking-up list be increased ten per cent. except Slop Jars, Combinets and Slop Pails.

29. That whenever a vacancy occurs on a jumbo Jigger, through the death, retiring from the trade, or accepting another position, a journeyman presser shall have the preference, provided that the N. B. of O. P. cannot furnish a jiggerman for the position.

30. That all C. C. hotel dishes and bakers be paid the white granite list.

31. That the sanding of dishes and bakers shall be paid for at the rate of one cent a dozen for all sizes up to and including 9 inch, and one-half cent a dozen for 10 inch and up.

32. That no more apprentice dishmakers be put on for at least one year, or until all journeymen dishmakers are steadily employed.

33. That the sizes of dishes and bakers be determined by the length, width and depth measurement.

34. That an increase of one-fourth cent per dozen be granted on plain fruits, ice creams and hotel butters.

35. That 5 inch fruits and berry saucers be increased to four cents per dozen.

36. That one-fourth cent extra be paid for all cups made with a scrapper or hook.

37. That all coupe soups, which have to be knocked off the moulds, be paid for at the rate of one cent extra per dozen.

38. That an increase of 2½ cents per dozen be granted on toilet basins where the jiggerman is required to carry them out four on a board, on account of the poor body of clay used.

39. That a 20 per cent. increase be granted on all mixing bowls made with a ball and scrapped with a pricker, and when made with a bat and run in, and topped and scrapped with a plate scrapper, they shall be paid cable nappy price.

40. That the jiggering prices of jugs be advanced as follows: 42s and smaller sizes, 12 cents per dozen; 36s, 13 cents per dozen; 30s, 15 cents per dozen; 24s, 17 cents per dozen, and 12s 19 cents per dozen.

41. That clay workers shall not be required to place setters under any ware to be carried out, with the exception of plates, without extra compensation.

42. That an increase of ten per cent. be granted on hotel, roll edge and safe edge plates and saucers.

43. That where jiggermen are required to have plate and saucer bats polished, and have such articles finished one at a time, they shall be paid day wage at the rate of $4.00 per day and the firm shall pay all help.

44. That an increase of one-fourth cent per dozen be granted on all cups run up by hand.

45. That jiggermen shall not be required to hold their crews more than one-half hour when an accident occurs, such as the breaking of a belt or the engine shutting down.

46. That a committee of manufacturers and operatives be appointed to establish a limited distance for carrying out, and to establish a price for extra distance.

47. That the distance for putting in new moulds, or throwing out old moulds, shall not exceed one hundred feet; where the distance is greater than one hundred feet, the firm shall pay the jiggerman and crew 75 cents per hour when engaged at such work, and where any jiggerman is required to change moulds, after once being placed in use, on account of the order system, he and his crew shall be allowed 75 cents per hour while making such changes.

48. That no set of moulds be put on cup or flat jigger under ten dozen; sets containing less than ten dozen moulds shall be paid for extra, at the rate of one cent for each dozen of ware. This does not apply to turned ware, except cups.

49. That the size list be revised and completed, giving the size and weight of each article, and the size of any article shall be determined by the block mould measurement where possible, which shall be the exact size, with no variation allowance.

50. That the general ware manufacturers be requested when orders are scarce to instruct their foremen to divide the work as equally as possible, and not lay off most of the force in order that a few may be given steady employment.

51. That no turner or handler shall be required to stand the loss of any cracked or defective piece of work for which he is not actually to blame, nor compelled to look over any ware when white.

52. That when tea and coffee cups for dinner sets are turned extra thin, the firm shall be required to pay extra thin price for the turning and the handling, and said teas and coffees shall not be subject to classification of the price list; tea cups weighing less than 4 ounces and coffee cups weighing less than 4½ ounces shall be considered extra thin and paid for as such.

53. That after an apprentice turner or handler has served his full term of apprenticeship, in no case shall he be discharged to make room for another apprentice, whether the proper ratio is maintained or not.

54. That $4.00 per day shall be the basis used in figuring the piece price of new articles in general ware.

55. That all journeymen warehousemen shall be paid a minimum wage of two dollars and fifty cents per day, and that three consecutive years' service shall constitute a full term of apprenticeship.

The rate of pay for apprentice warehousemen shall be as follows:

For the first six months' service, $1.25 per day; on completion of six months' service, $1.50 per day; on the completion of one year's service, $1.75 per day; on the completion of one year and six months' service, $2.00 per day; on completion of two years' service, $2.25 per day; and on completion of the third year, journeyman.

Each shop employing six journeymen or less shall be entitled to one apprentice, and one additional apprentice for every six additional journeymen employed in the shop.

No additional apprentice shall be put on as long as any qualified journeyman, or one serving a term of apprenticeship, is seeking employment.

This scale throughout shall be applied to all persons employed at "cleaning the floors," "setting up decorated ware," "order men," and "selectors," also all persons employed at the occupation of "grinding and polishing."

56. That warehousemen shall not be required to work more than eight hours on any Saturday, from 7 A. M. to 4 P. M., with one hour for lunch from 12 to 1 P. M.

57. That day work packing shall be paid at the rate of $3.50 per day of nine hours, which shall constitute a day's work, except Saturday which shall be five hours.

58. That the following prices be paid for general ware packing:

Crates, all sizes	75 cents
Demarara, jumbo size	65 "
Demarara, regular size	50 "
Sugar, hogshead	45 "
Molasses	40 "
Sodas	35 "
Clay Tierce	35 "
Regular Tierce	25 "
¾ Tierce	25 "
Barrel and ½	20 "
All barrels	15 "
Box, size, 10 x 13 x 17, inside measurement	5 "
" " 12 x 17 x 17, " "	8 "
" " 15 x 19 x 17, " "	8 "
" " 17 x 18 x 19, " "	10 "

All boxes larger than 17 x 18 x 19 shall be paid the same price as a barrel.

59. That it shall be the duty of the manufacturers to ventilate all packing rooms.

60. That no settlement be regarded as final or binding unless having been reported and approved by the Standing Committee. Such report shall contain the name, the size and the price of the article, together with the name of the firm and the name of the man making same.

61. That all clay shops be swept every night after six o'clock at the expense of the firm.

62. That the Price List be revised, and all articles that have been settled, but not a part of the present list, be included in the new list.

63. That heat be provided in all parts of every pottery.

64. That all potters suspend work at noon on Saturdays, and pay not later than noon on pay Saturdays.

65. That the blower, or hot air, system of heating be abolished.

66. That the custom of giving and taking two weeks' notice be made a part of the agreement and that such notice be given in writing.

67. That all potteries provide sanitary closets for the use of their employees.

68. That all operatives working under the agreement between the U. S. Potters Association and the N. B. of O. P., must be members of the N. B. of O. P.

69. That the new wage agreement be made to expire on April 1st, 1913.

PRESIDENT DUFFY GETS BETTER JOB.

"WHILE I may have to qualify within a few weeks, I do not expect to resign from the Brotherhood until after the annual wage conference," says Thomas J. Duffy, president of the National Brotherhood of Operative Potters, who has been named as one of the three members of the Liability Commission of Ohio by Governor Judson Harmon.

Mr. Duffy has been at the head of the organization eight years. He was recently re-elected to succeed himself for the ninth time

While with the Brotherhood he has received $1,400 per annum, but the State appointment carries a $5,000 annual salary.

There is consinerable guessing as to who will succeed Mr. Duffy. It is conceded that Secretary-Treasurer Edward Menge could have the job if he would say the word, but it is reliably reported that he will refuse to be a candidate.

The vacancy is to be filled at a general conference of the executive committee. This meeting will not be called until the resignation is presented. Under the former constitution, should the president resign, the berth would go to the first vice president, which in this case would be Frank H. Hutchins of Trenton, N. J., but it is reported Mr. Hutchins will decline the office because it would cause him to remove from Trenton to the West.

The position is not all a bed of roses, and is an office where considerable diplomacy has to be exercised.

AT CHICAGO.

PROBABLY the most unique and ingenious way of selling crockery ever devised has been introduced by the Burley Co. in conjunction with the purchasing agent of the passenger department on the Pacific division of the Chicago, Milwaukee and Puget Sound Railway. On the fast train called the Olympia flyer the Burley Co. has put in a dainty tea service equipment for each of the fourteen coaches, and at four o'clock every day on the trains going in each direction tea is served free in each car. A lady is selected from among the passengers and invited to pour it for the others, and as a souvenir she is given one of the cups and saucers bearing the crest of the line. The passengers have come to view these little tea spreads as quite a social function, and get much enjoyment out of them. Meanwhile the stewards of the train are doing a land office business selling the little crested souvenir cups and saucers to the passengers who are not presented with them for tea pouring. Both sources together are said to dispose of something like a gross each. The scheme is not only popularizing the line, but brings both companies a very nice trade that is growing in volume right along.

*

Travelers are again beginning to show up at the Palmer House with the early fall lines of crockery and glass. Among those here last week were H. S. Hunt, of the Hunt Cut Glass Co., Corning, N. Y., and Mr. Dillman, of the United States Cut Glass Co., 42 West Broadway, New York.

* *

Among visiting buyers here were: D D Fried, Salt Lake City; R T Dennis, Waco, Tex.; W T Turnbull, Superior, Wis.; C G Haverly, Atlanta, Ga.; J H Greenberg, Sioux City, Ia.; L S Eads, Fort Smith, Ark.; D Kaufman, Grand Island, Neb.; R C Himbaugh, Burr Oak, Mich.; S Mangelburg, Omaha; F L Hall, Kansas City, Mo.; C E Cartier, Ludington, Mich.; L W Russell, Fayette, Idaho; R C McKenna, Clairsville, Ark.; C H Noyes, Paris, Tex.; L Katzenstein, Petersburg, Ill; T H Allen, Boise, Idaho; A M Thias and C Livingston, Louisville, Ky.; J DePree, Holland, Mich.; C Holt, Decatur, Ill.; E F Carpenter, Hot Springs, Va.; D G Courtney, Charleston, W. Va.; J M Aydelotte, Seattle; W H Fortune, Memphis, Tenn.; S J Mikelsel, Cairo, Ill.

SHOULD HAVE BEEN "BRIDGEVILLE."

IN our notice last week of the new vacuum bottle about to be placed on the market by the John B. Higbee Glass Co., the factory was wrongly set down as at Grapeville, instead of Bridgeville, Pa.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday
BY
WHITTEMORE & JAQUES, Inc.,
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 20, 1911.

ARE YOU BUYING RIGHT?

NO matter where you may be purchasing your goods, or what you are paying, you owe it to yourself as a matter of good business to ask for quotations from other sources. It costs but two cents to reply to an advertisement, and it may be the means of saving you many dollars. Get into the habit of answering your trade paper advertisements, if for no other reason than to satisfy yourself that you are buying right.

The experience of a recent subscriber demonstrates how well this method works out. He said: "I have been engaged in the crockery business for nearly twenty years, and previous to subscribing for the CROCKERY AND GLASS JOURNAL I had not taken a trade paper. I always regarded a trade journal as merely an organ intended to sharpen someone's axe; but my opinion has undergone a decided change. For many years I had been buying a certain line of goods from a local jobber. The salesman became a personal friend of mine by his frequent visits, and through his personality had been able to retain my business without his prices being questioned. Soon after receiving the first copy of your publication I noticed an advertisement of the same goods I was buying from my friend, and decided to test his prices by answering it and asking for a quotation. Imagine my surprise to receive a figure that was from ten to twenty-five per cent less than I had ever received from him. I called the salesman's attention to it, and after much dickering he informed me that as an appreciation of my continued business his firm would meet the reduced prices. While I was very glad to make the saving, I did not like the idea of the house having charged me exorbitant prices for so many years, and informed him that in future I would purchase from the out-of-town concern that was good enough to quote me a reasonable price to start with. You can well imagine that the small outlay I made for a year's subscription to the JOURNAL was repaid a hundredfold."

There is a clearly-defined moral in the above that will appeal to every wideawake china and glass dealer.

OPPORTUNITIES THAT SHOULD BE SEIZED.

OUR issues of the 10th and 17th of August will contain considerable matter of interest relative to the National Household Show, and consequently will be of more than ordinary value as special advertising mediums for the period when so many out-of-town buyers will be visiting New York. The issue of the 24th, too, which will be published during the progress of the exhibition, will be an all-important one, and should carry the advertisements of all wideawake concerns.

To those who are not exhibiting at the show the opportunity of advertising in these numbers will be of special value, as they will thus be enabled to point out to the buyers that although they do not have space in the exhibition they have a far more comprehensive display at their showrooms than would be possible in the necessarily confined space at Madison Square Garden.

PERSONAL.

REFERRING to the article entitled "Lamps and Their Makers" in our issue of last week, and to the one in the preceding week's issue on roemers, John Ling, buyer of china and glass for Gimbel Bros., this city, says he read them both carefully and then sent the papers to the salespeople, requesting everybody on the floor to peruse them. He says the more salespeople know about wares the easier it is for them to sell goods, and these two articles were full of useful information.

Alfred B. Evans, with Meakin & Ridgway, is spending his vacation at Ocean Grove, N. J., and Norman C. Walker is at Lake Cupsuptic, camping out with friends.

A. J. Bennett, of the Cambridge (O.) Glass Works, was in the city on Monday, and pleasantly

saluted his namesake of the CROCKERY AND GLASS JOURNAL in the elevator of the Crockery Exchange Building.

⚜

C. C. Ashbaugh, of the West End Pottery Co., East Liverpool, was in town last week calling upon the New York representative of the concern, William Warrin.

⚜

P. J. Handel, president of the Handel Co., was in town last week consulting with his New York sales-manager, C. B. Konzelman.

⚜

Messrs. Cary and Gebhardt, of the Laurel Cut Glass Co., Jermyn, Pa., called on A. A. Bean, the New York representative, on Monday of this week.

⚜

P. J. Beaumont, manager of the Union Stopper Co., Morgantown, W. Va, is in the city for a few days visiting the concern's local representative, William Warrin.

⚜

John Miller and his son, J. Meredith Miller, sailed Wednesday on the "Lusitania" for England, where they will remain for five or six weeks. They will visit the factories of John Maddock & Sons, Charles Allerton & Sons, and the Royal Worcester Porcelain Works.

⚜

Ray W. Fiske is back from a successful trip to Boston and New England for the Consolidated Lamp and Glass Co.

⚜

Ben Schloss, of the Schloss Crockery Co., San Francisco, expects to be in New York next week or the week after, and will make his headquarters with the Western Clock Mfg Co., 85 John street.

⚜

R. B. Parks, one of George F. Bassett & Co.'s Southern representatives, is in town this week getting up his fall samples. He says that the crops are in fine condition; that he never saw cotton look better, and expects a splendid trade the coming season.

⚜

Harry Meyer, buyer for Sperry & Hutchinson, leaves this week for an extended tour through the manufacturing districts of Pennsylvania, Ohio, and West Virginia. He expects to be gone about ten days to two weeks.

⚜

Adolphe Rosner, buyer of china and glass for the Ludwig Bauman Co., this city, has been greatly in evidence in the District this week placing liberal orders. Needless to say, he has been one of the most welcome visitors that the District has had the honor of entertaining for some time.

⚜

William Grimmel, of William H. Grimmel's Sons, jobbers of glass, china and lamps, Williamsburgh, was in the District on Wednesday placing orders.

⚜

Rumor has it that Charles Herman, crockery buyer for the new Kesner store, was in the District this week placing orders of some magnitude.

⚜

A. C. Dorner, of O'Donnell & Dorner, visited Trenton on Wednesday, and on the evening of the same day started for Providence, R. I., carrying a line of cut glass and china samples.

⚜

A. A. Bean is short a salesman this week. W. J. Kennedy, who looks after some of the city trade for him, is on a visit to Rockaway with his wife and baby.

⚜

Charles Israel, who resides in Philadelphia and represents the Meriden Brittania Co. in the Middle West, was in the District during the week visiting old friends. He will open his samples at Pittsburgh next week.

⚜

Ernest Wolf, with the George H. Bowman Co, is in Minneapolis beating his record of last year—and that was a good one.

⚜

Albert Roy, of Columbia, Pa., is in town this week.

⚜

Geo. B. Jones, representative of Johnson Bros., Hanley, England, who has been abroad visiting the factories, is a passenger on the "Baltic," due to arrive in New York on Sunday. He is accompanied by his wife and daughter.

⚜

John Davison, accompanied by J. W. French, sailed on the "Celtic" for home, leaving Liverpool on the 15th.

⚜

Mr. and Mrs. Plummer, of East Thirty-fifth street, who have been abroad selecting china and glass for fine trade, left Liverpool for home on Saturday.

⚜

J. Goldstein, of Long Branch and Asbury Park, was buying goods in the District this week. He is expecting a good season at both resorts, and is laying in a stock to meet the expected demands.

FLINT GLASS WORKERS ASK INCREASES.

THE American Flint Glass Workers closed their two-weeks' convention at Sea Isle City, N. J., July 15. T. W. Rowe, president; W J. Croke, vice-president; W. P. Clarke, secretary, and D. J. McGrait, assistant secretary, all of Toledo, Ohio, were re-elected.

Among the important things done by the convention were the adoption of motions asking an increase of ten per cent. in the iron mold departments; making the price for gatherers in the table jar departments $1 50 a turn; making the price for finishers in the same department on two, three and four pound goods $3.50 a turn, and limiting engravers to $25 wages for a week of fifty-five hours. The convention also appointed a committee to meet representatives of the Glass Bottle Blowers' Association in Pittsburgh to adjust differences

ON THE PACIFIC COAST.

NO one reports any great rush of business as yet, but conditions are improving and there is every indication that good fall business will be done. While wholesale trade is dull, the retailers are fairly busy. In spite of the reported shortage of the fruit crops this year, the demand for fruit containers of various sorts has been quite heavy.

* *

The Nathan-Dorhmann Co have been having a special demonstration of the Schran fruit jars, and report very heavy sales. Mr. Meyers. manager of the crockery department, reports that the wedding present and housefurnishing season, just over, has been one of the most successful for several years. F. Sien has just returned from his European buying trip for the company.

* *

The Westmoreland Specialty Co. has just shipped to Mr. Bacon, who represents them in San Francisco, samples from their cut department. He will go on a trip with them to Los Angeles in a few days. On his return he will go immediately to Seattle, where he expects to open a new store room.

* *

Taft & Pennoyer, Oakland, Cal., are holding special sales in many of the departments of their large store, one of the most attractive of which is in the glassware and china section. Cut glass and fine china dinner sets are the special features, but there is also a good display of brassware.

* *

There has been a good call for souvenirs and for the lighter sort of brass and china novelties this week, owing to the presence in the city of several thousand visitors brought here by the recent Sunday School Convention. The gathering of the National Educational Association followed at once, and this swelled the number of visitors very materially.

* *

J. D. Roberts, representing John Roth & Co., Peoria, Ill., is in San Francisco visiting the trade for a few days.

* *

Mr. Kidd, of Marsh & Kidd, representatives of Jas. J. Murray & Co., is on his vacation this week.

* *

A new line of samples of plain shapes of dinnerware from the Pope-Gosser China Co. has just been shipped to Himmelstern Bros. and will be displayed in their sample rooms on Mission street in a short time.

* *

Geo. H. Bowman, of the Geo. H. Bowman Co., Cleveland, who has been visiting the trade in San Francisco, reports that he finds business very good in this territory.

* *

The Heyman-Weil Co. are very much pleased with the results from the crockery and glassware department which they recently added to their Mission street store.

* *

George Boomer, of the Plume & Atwood Mfg. Co., who has recently returned from a trip through the Northwest, says that business in that territory is steadily improving.

TRADE TIPS.

EAST PALESTINE, O.—W. H. Hesketh has opened a five to twenty-five cent store and is after novelties.

Ishpenning, Mich.—F. Braastad & Co. have bought out W. J. Cromwell and will handle housefurnishings, pottery and glass.

Highland, Kan.—Norman Case has bought out E. Winzer. Crockery and glass will be handled. Catalogues wanted.

Santa Anna, Tex.—The J. R. Raney Co. has been formed with $25,000 capital and will handle pottery, glassware and lamps.

Buffalo, N. Y.—The R. McRonald & Noe Co. has been formed with $5,000 capital. Catalogues wanted on pottery, lamps and glassware.

Hopkinsville, Ky.—Jackson Hardware Co., formed with $10,000 capital, want catalogues on lamps, pottery and glassware.

Union Springs Ala.—D. E. Thompson has bought out the interest of J. W. Ranier in the firm of Thomp-

son & Ranier and will continue under his own name. Pottery and glassware will be handled.

Roberts, Idaho.—Roberts Hardware Co., formed with $10,000 capital, will handle lamps, china and glassware.

Dexter, Minn.—Solt & Jacobson have started in business. Housefurnishings, glassware and pottery will be handled.

Plainville, Conn.—Housefurnishings, pottery, glassware and lamps will be handled by the Plainville Hardware Co., just organized. Catalogues wanted.

Oakman, Ala —The Canford Co , has been formed with $10,000 capital and want catalogues on enamel ware, housefurnishings, pottery and glassware.

Garden City, Iowa.—Nessa & Valentine want catalogues on pottery and glassware.

Greeneville, Tenn.—Waddell & Bird are erecting a new store to care for increased business. Pottery, glassware and lamps are handled.

Jeddo, Mich.—Meyer & Sanderson will start business July 1. Enamel ware, housefurnishings, pottery and glassware will be carried. Catalogues should be sent.

Rochester, N. Y.—"Everybody's Department Store" is the name of a new one to be opened in the Masonic Block here at an early date. It will sell goods from five to twenty-five cents.

West Scranton, Pa.—B. L. Mercereau, formerly with C. S. Woolworth, has opened a five to twenty-five cent store at 120 North Main street.

Fairmount, Minn.—Pottery and glassware will be carried by Wolf, Habien & Co., just incorporated with $30,000 capital.

Beeville, Tex.—Catalogues of pottery and glassware are wanted by T. A. Hunter, who recently purchased the business of W. O. Polter & Son.

Lompoc, Cal.—J. F. Rudolph has bought out Saunders & McAdam and will handle complete liues of pottery and glassware.

DeQueen, Ark.—The Hayes Hardware Co., incorporated with $20,000, will carry glassware, pottery and lamps.

Knoxville, Tenn.—C. M. McClung & Co. are erecting a new warehouse to accommodate their increasing business. Pottery, glassware and housefurnishings are handled extensively.

Champaign, Ill.—John H Doyle, who bought out T. H. Trevett, wants catalogues on pottery and glassware.

Bryan, Tex.—The Parker-Astin Co. has been formed here, buying the business of J. Allen Myers, and will do a retail and wholesale business in pottery, lamps and glassware. New lines are to be added and the stock increased.

Americus, Ga.—A new store is being erected by the Olin A. Williams Co. Additional stocks of pottery and glassware will be required.

Wakeeney, Kan—David Kraus wants catalogues and price lists on pottery and glassware.

Lyons, Wis.—Catalogues on pottery and glassware are wanted by Charles H. Stubbs, who has bought out G. G. Reeve.

Smith Centre, Kan —W. J. Perry & Co. have sold out to John H. Deeds, who will receive catalogues on pottery and glassware.

Arcadia, Ark—The Dunton Hardware Co. has bought the furniture department of Charles McFadden, and catalogues on pottery and glassware are wanted.

Buckeye City, O.—Thomas Scholes has bought out D. S. Workman and will carry pottery and glass.

NATIONAL HOUSEHOLD SHOW.

THE following is a complete list up to the time of going to press of those in our special lines who have taken space at the National Household Show at Madison Square Garden August 19 to 26.

Pioneer Cut Glass Co., Carbondale, Pa.
Otto Thurnauer, specialties.
George Borgfeldt & Co., specialties and enamel ware.
Utopian Silver Deposit and Novelty Co.
William Warrin, representating West End Pottery Co., East Liverpool; Reed Glass Specialty Co., New York; J. W. McCoy Pottery Co., Roseville, O.; Pennsylvania Glass Co., Pittsburgh.
Haviland & Abbot Co., Limoges china.
Koscherak Bros., china and glass specialties.
American Natural Fern Co.
Reddan-Brown, advertising specialists.
Bawo & Dotter, china, housefurnishings, enamel ware
Stewart & Crocker, glassware and lamps.
Emil Kupfer, cut glass.
Bing Bros., toys.
F. A. O. Schwartz, toys.
Thomas G. Jones, glassware.
McKee Glass Co., Jeannette, Pa.
Economy Tumbler Co., Morgantown, W. Va.
Guernsey Earthenware Co.
Buffalo Pottery.
Abels & Co., easels.
Max Kaufman, easels.
A. R. Marryatt, glassware.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending July 18, 1911.

ANTWERP

206 packages glassware ..... B Gunthel
7 " " ..... A Berger & Co
230 " " ..... Geo Borgfeldt & Co
4 " " ..... Fensterer & Ruhe
87 " " ..... Graham & Zenger
26 " " ..... Miscellaneous Orders
94 " earthenware ..... L Straus & Sons
20 " " ..... Bawo & Dotter
8 " " ..... O Goetz
6 " " ..... G F Bassett & Co
15 " " ..... Koscherak Bros
19 " " ..... F W Woolworth
12 " " ..... Miscellaneous Orders
20 " chinaware ..... Vogt & Dose
55 " " ..... Herman C Kupper
14 " " ..... Strobel & Wilken Co
4 " " ..... Miscellaneous Orders
134 " toys ..... B Illfelder & Co
82 " " ..... A Steinhardt & Bro
1 " " ..... F A O Schwartz
85 " " ..... G W Travers
159 " " ..... Strobel & Wilken Co
408 " " ..... Miscellaneous Orders

BREMEN

20 packages glassware ..... L Straus & Sons
180 " " ..... Eimer & Amend
15 " " ..... A Steinhardt & Bro
24 " " ..... Samstag & Hilder Bros
27 " " ..... J H Venon
418 " " ..... Miscellaneous Orders
4 " earthenware ..... Geo Borgfeldt & Co
53 " " ..... Karl Hutter
58 " " ..... Knauth, Nachod & Kuhne
21 " " ..... Miscellaneous Orders
142 " toys ..... Geo Borgfeldt & Co
41 " " ..... Bawo & Dotter
80 " " ..... F A O Schwartz
40 " " ..... L H Mace & Co
371 " " ..... Strobel & Wilken Co
191 " " ..... Miscellaneous Orders

CHRISTIANA

3 packages chinaware ..... Ceramic Importing Co

COPENHAGEN

294 packages earthenware ..... Geo Borgfeldt & Co
4 " " ..... Bawo & Dotter
27 " " ..... C B Rouss
45 " " ..... Miscellaneous Orders

GLASGOW

19 packages glassware ..... H A Rogers & Co

LIVERPOOL

6 packages earthenware ..... The Rowland & Marsellus Co
14 " " ..... Lazarus & Rosenfeld
18 " " ..... Maddock & Miller
10 " " ..... G F Bassett & Co
9 " " ..... H C Edmiston
17 " " ..... R Slimmon & Co
5 " " ..... W H Plummer
13 " " ..... J Wygand & Co
8 " " ..... Meakin & Ridgway
15 " " ..... E Boote
25 " " ..... F W Woolworth & Co
16 " " ..... L Straus & Sons
36 " " ..... Miscellaneous Orders
36 " chinaware ..... W S Pitcairn
8 " " ..... Miscellaneous Orders
12 " glassware ..... N Wapler
15 " " ..... Miscellaneous Orders

HAMBURG

40 packages glassware ..... Fenesterer & Ruhe
11 " " ..... Lazarus & Rosenfeld
18 " " ..... L D Bloch & Co
25 " " ..... L Straus & Sons
12 " " ..... Strobel & Wilken Co
54 " " ..... Miscellaneous Orders
186 " earthenware ..... Bawo & Dotter
5 " " ..... J Palme
3 " " ..... Graham & Zenger
3 " " ..... N Wapler
10 " " ..... J Wygand & Co
84 " " ..... Miscellaneous Orders
1 " chinaware ..... Bawo & Dotter
86 " " ..... Strobel & Wilken Co
52 " toys ..... B Illfelder
21 " " ..... G W Travers
5 " " ..... Samstag & Hilder Bros
208 " " ..... Strobel & Wilken Co
165 " " ..... Miscellaneous Orders

HAVRE

19 packages chinaware ..... Wm Guerin & Co
13 " " ..... J Pouyat Co
20 " " ..... H R Churchil
1 " " ..... L Straus & Sons
18 " " ..... Miscellaneous Orders

LIMOGES

156 packages chinaware ..... Theodore Haviland & Co

LONDON

20 packages toys ..... Strobel & Wilken Co

SOUTHAMPTON

8 packages chinaware ..... J H Venon
46 " " ..... H Creange
23 " " ..... L Straus & Sons
15 " " ..... Bawo & Dotter
10 " " ..... Blakeman & Henderson
18 " " ..... A G Moment
51 " " ..... Miscellaneous Orders

TRIESTE

2 packages glassware ..... A L Crawford
66 " " ..... L Straus & Sons
79 " " ..... F W Woolworth
9 " " ..... J Palme

IMPORTS AT PORT OF BOSTON.

HAMBURG

147 packages earthenware ..... Jones, McDuffee & Stratton Co
31 " " ..... Mitchell Woodbury & Co
4 " " ..... Bawo & Dotter
17 " " ..... F W Woolworth
12 " " ..... L Wolf & Co
194 " " ..... National Despatch Co
97 " " ..... J B Moore & Co
8 " " ..... E A Runnells & Co
25 " " ..... American Express Co
33 " " ..... M Kirschberger
8 " " ..... Patterson Wylde & Co
23 " " ..... L E Knott Apparatus Co
87 " " ..... Geo Borgfeldt & Co
1 " " ..... R F Downing & Co
129 " " ..... Miscellaneous Orders

ANTWERP

63 packages earthenware ..... Jones, McDuffee & Stratton Co
27 " " ..... Mitchell, Woodbury Co
95 " " ..... American Express Co
4 " " ..... Bawo & Dotter
80 " " ..... L Wolf & Co
4 " " ..... Geo Borgfeldt & Co
10 " " ..... Miscellaneous Orders

Among the Potteries
East and West

East Liverpool and Vicinity.

Announcement has just been made by the auditor of Columbiana County (O.) of the tentative assessed valuations of nineteen potteries in the East Liverpool district as follows: Colonial Pottery Co., $26,000; Trenle China Co., $21,330; Goodwin Pottery Co., $46,660; Harker Pottery Co., $53,130; Knowles, Taylor & Knowles Co., $185,830; Laughlin China Co. (East End plants) $161,990; Potters' Co-Operative Co., $42,370; Smith-Phillips China Co., $25,840; Thompson Pottery Co., $54,900; Vodrey Pottery Co., $12,270; West End Pottery Co. $26,000; William Brunt Pottery Co., $29,560 Hall China Co., $29,850; D. E. McNicol Pottery Co., $55,060; Croxall Pottery Co., $10,130; Standard Pottery Co., $67,560; Globe Pottery Co., $25,730; Cartwright Bros. $23,900; Warner-Keffer Co., $23,200.

* *

William Cox, of the sales department of the Vodrey Pottery Co., after spending a few days at the home office, left for his Eastern territory. Thomas Copperstone opened at Pittsburgh last week, and then commenced his Western journey.

* *

W. F. Witherell, of Rochester, N. Y., Eastern salesman for the Edwin M. Knowles Co., spent a few days at the home office last week preparatory to starting out over his territory.

* *

G. R. Meyercord, president of the Meyercord Co., Chicago, after spending a few days here with relatives and looking after some business matters left for New York, where he sailed Wednesday for a six weeks' trip through Europe. He will spend a part of his time in Germany, visiting the old folks.

* *

Within a few weeks C. Nick Muessig will leave the local office of Drakenfeld & Co. for New York, where he will hereafter be attached to the home office. George Heisler, for many years in charge of the decorating department of the Warwick China Co., will succeed him as manager of the Western office.

* *

Frank F. Deens, formerly with the Potters' Co-Operative Co., has formed the Ironclad Gas Mantle Co. with $10,000 capital and will locate its factory at Sebring, O. His associates are J P. Deens, New York; T. W. Smith, East Liverpool; and Morris Molott, Mansfield, O. Business will be done through jobbers direct.

* *

Clarence Bauman, manager of the sales department of the Globe Pottery Co., has returned from a business trip through Northern Ohio. Harry Wilcox, of Medford, Mass., Eastern salesman, was also at the home office last Friday.

* *

Although no names have been selected at this writing for the new dinner and toilet shapes of the Cartwright Bros., John T. Cartwright made his first Western trip last week with the new goods. The company started operations in full this week, and orders are coming in nicely.

* *

Harry Harris, formerly manager of the decorating department of the Pope-Gosser China Co., and more recently associated with the same department of the Tritt China Co., at Niles, O., has become identified with the sales department of the Western office of the Roessler & Hasslacher Chemical Co., under Harry W. Smith.

* *

George C. Davis, Western salesman for the Knowles, Taylor & Knowles Co., was at the home office during the past week—the picture of good health. He is preparing to start on the road again at an early date.

* *

Among the buyers here during the last few days were: W. E. Goodman, with the M. O'Neil Co., Akron, O.; J. Goldsmith, with the Cohen Co., Richmond, Va.; Louis Burke, New Albany, Ind.; A. J. Kline, Harrisburg, and A. J. Calm, Reading, Pa. (D. P. & S. Syndicate); John Curry, with Houghton & Dutton, Boston.

*

Sebring, O.

Business here is very much on the boom. Every concern is branching out, and improvements are the order of the day.

* *

The Oliver China Co., which has just come under the management of E. H. Sebring, formerly with the

French China Co., is going after the highest class trade possible and cutting out the cheap lines.

* *

The first floor of the addition being built by the French China Co. will be used for office purposes, and the upper floors for decorating. The present office will be converted into a sample room, and the present sample room will be added to the warehouse space.

* *

W. H. Gahris will become general manager of the Limoges China Co., succeeding Fred Sebring, who is to take the management of the new Saxon China Co. The offices of the Limoges are being enlarged and improved.

* *

With a capacity of nine kilns—five glost and four bisque—and eight decorating kilns, the Saxon China Co. expects to start operations within two months. The clay department is under roof, and machinery is being installed. The first shipments of raw materials have been received. Samples of ware that will be produced in the new plant have been made, and salesmen who have been signed will start on the road within a few weeks. "We have had applications for our lines from every part of the country," says Fred Sebring.

Wheeling and Vicinity.

Vitreous porcelain hotel and dinnerware, with both over and underglazed treatments of the highest grade, is now being produced by the Warwick China Co. and will be ready for the trade August 15, In all, there are 172 new pieces—an unusually extensive live. Special treatments have been made with exclusive patterns by two foreign and one domestic decal concerns. The decorating department is in charge of Thomas Obert, formerly of Syracuse, N. Y.

ANNEXED THE FORMULA.

WALKING into the plant of the Haskins Glass Co., at Martin's Ferry, O., one day last week, says a despatch from that place, a stranger approached one of the employes stating that an official of the company wanted the book containing the formula for one of the new lines of ware that has recently jumped into popularity. The man was given the book and has not been seen since. Officials of the plant reported the matter to the police, who have been unable to locate the stranger.

Dr. Haskins, it is said, states that the formula is worth $25,000 th any other glass factory, and while he does not suspect any rival plant of stealing the book, it is certain that the man whe got it was acting for other parties. Parts of the recipe are written in cipher.

AT ST. LOUIS.

THE usual July quietude in glass and crockery circles is holding full sway. Many buyers as well as manufacturers' representatives are away on their vacations.

Very few trade visitors have graced the city with their presence, although a stray cut glass man may occasionally be found at a local hostelry. His brief stay, however, indicates that there is not much doing as yet in that commodity. "The time has arrived when manufacturers have to carry the stock instead of the dealer," remarked the buyer of a prominent local cut glass house last week. "At any rate, we will do no buying till September."

The J. D. Bergen Co , Meriden, Conn., were represented here last week by A. R. Van Colson.

J. E. Downey, for the J. W. McCoy Pottery, and H. S. Basch, for the Rosevllle Pottery Co., were quartered at the Southern last Sunday.

At the Planters' were C. R. Parker, cut glass salesman, J. E. Austin, and H. S. Archer.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g July 1 '11	Corresponding period 1910	Exports Jan. 1 to July 1, '11	Corresponding period 1910
Boston	99	164	4190	4215
New York	57	229	4107	4041
Baltimore.	18	911	6024	7913
Philadelphia.	270	68	2638	3366
New Orleans....	3	187	515	1089
Newport News..	....	100	26	155
San Francisco . .	49	....	172	...
Portland (Me.).	....	....	545	1029
Galveston	9	....	489	669
Portland (Or.)	....			..
Inland Points	....	....	877	1345
Total	505	1659	19583	23822

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g July 1, '11	Corresponding period 1910	Exports Jan 1 to July 1, '11	Corresponding period 1910
New York	57	229	3896	3873
Boston	101	164	4131	3857
Philadelphia.	270	69	2614	2867
Baltimore	18	907	6019	7966
San Francisco ..	49		145	....
New Orleans. ..	3	183	464	764
Portland (Me.)..	....	....	389	591
Galveston	9	100	489	1130
Newport News ..	....	....	26	55
Portland (Or.). ..	....	....	....	30
Inland Points	....	....	238	1096
Total..	507	1652	18411	22329

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

A glass manufacturer in this city says that never in his experience has he known trade to be in such excellent shape as this summer. "The demand for blown and stem ware was never as heavy as now," he added. "Orders are good on all lines, and I look for this condition to continue throughout the year."

"Uncle" Joe Harris, of Bel Air, Md., visited the district for a few days last week, looking better than at any time during the past ten years. Considerable of his time was spent with his old friends at the office of the Tarentum Glass Co.

Walter Lindsey, of the Duncan-Miller sales force, will start out on his Western trip during the early part of August. "Feeling fine, and itching to get on the road once again," he remarked.

The McKee Glass Co. has resumed operations, and ere long improvements will be completed to the three furnaces which have been idle since the company took over the plant, and these will be placed on the active list. The company is working to its capacity, with a large volume of business ahead.

Block effects in cut glass are late offerings of the H. C. Fry Glass Co In connection with the cut lines the salesmen are also showing the blown tumbler goods made by the Beaver Valley Glass Co., which concern was taken over by the Fry interests.

Four firms which maintained exhibits at the Ft. Pitt Hotel last January have made reservations to exhibit at the Seventh avenue Hotel next January. It is believed that the Monongahela House will also have some reservations to show shortly. A few new inquiries for space are also being received at the Ft. Pitt.

With the starting of Factory "O," the new plant of the United States Glass Co. at Glassport, the capacity of the company has been greatly increased. This plant cost, it is estimated, something over $100,000 and is one of the most up-to-date glass factories in the country. The demand for the new cut lines of this concern for future deliveries is most favorable.

Among the buyers here during the past week were John Curry, with Houghton & Dutton, Boston, and J. Goldsmith, with Cohen & Co., Richmond, Va.

The pure food specialties of the Ripley Glass Co. are having such a demand that a number of shops are kept busy continuously making these specialties. The pound butter containers have proved to be an exceedingly popular item.

Shadyside, O.

The name of the Buckeye Tumbler Co. has been changed to the Buckeye Glass Co ; capital $75,000, of which $25,000 has been paid in. In addition to manufacturing tumblers, as heretofore, the company anticipates producing iridescent ware. Additional buildings are also contemplated.

Wheeling, W. Va.

The Central Glass Co. resumed operations this week with two furnaces, and as soon as improvements can be completed the third furnace will be fired. Orders are excellent, and all lines are moving finely. The sale of the more costly etched patterns of both blown and stemware is far ahead of any previous season.

The Wheeling Tumbler Co. started the construction of its new plant at Warwood July 10 and expects to be in operation early in September. Officers are: president, G. O. Smith; vice-president, Joseph O. Fix; secretary-treasurer, Oliver G. Beans; general manager, Harry W. Turner. The company has been chartered with $25,000 capital stock, the bulk of which is being taken through public subscriptions at Wheeling. Blown ware will be made from tank glass, and already offers to take the entire output have been received. These will not be entertained, however, the company stating that it does not favor the proposition of being tied up with one concern. Pressed tumblers will also be made. General Manager Tur-

ner was for a number of years connected with the Buckeye Tumbler Co , of Shadyside.

Wellsburg, W. Va. The manufacturing part of the former plant of the River side Glass Co. has been bought by E. E. Wothen and Henry Ruthner, who operated the Crescent glass factory near Leazureville. The Lobmiller Decorating Co., which occupied a small plant near the Riverside factory, has also been taken over. Blown ware will be made and also decorated here. Later it is possible that pressed ware will be turned out. A continous tank is being operated at present. The old furnace at the Riverside will be razed and a smaller one built in its place. The Crescent plant has been taken over by a Mr. Target, of Rocersford, N. J., who started operations Monday, the management being in charge of Griff Behringer.

Martin's Ferry. The demand for the new lighting lines of the Haskins Glass Co. continues to grow, and is extending throughout the country. Hardly a day passses but what requests for samples of the latest shapes and treatments are being received from dealers.

Washington, Pa. An entire new floor has been built in the factory of the Duncan-Miller Glass Co., 90 x 90. It is composed of steel, brick and concrete. The plant is running full time and an excellent business is being booked on their new line, which is advertised elsewhere in this issue.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

W E Goodman, with M O'Neil & Co, hf, Akron, O. 2 Walker.

J C Kuhlman, with The Fair, hf, Cincinnati. 214 Church.

T A Brock, with Kennedy-Macinnes Co, hf, Pittsfield, Mass. 320 Church.

M Goettinger, of Titche-Goettinger Co, c, g, Dallas, Tex. 45 East 17th.

F P Le Pard, with Brown, Thomson & Co, s, Hartford Conn, 2 Walker.

I Halpern, with Pettis Dry Goods Co, hf, t, Indianapolis. 2 Walker.

C A Crockett, with Miller Bros Dry Goods Co, hf, Oklahoma City. 16 East 18th.

E Garnsey, with Marshall Field & Co, c, g, Chicago. 104 Worth.

E C Meachum, with Sibley, Lindsay & Curr Co, s, Rochester, N Y. 454 Broome.

R M Kirven, of J A Kirven & Co, hf, Columbus, Ga. 69 Fifth avenue.

G Louis, with Woodward & Lothrop, t, Washington. 334 Fourth avenue.

M E Lippmann, with L & A Cohn, c, g, Salt Lake City. 129 West 27th.

E C Kellogg, with Jones Dry Goods Co, t, Kansas City, Mo. 214 Church.

H W Neely, with Pittsburgh Dry Goods Co, t, Pittsburgh. 40 Leonard.

A E Ellis, with Almy, Bigelow & Washburn, t, Salem, Mass. 2 Walker.

H M Troupe, with Clarke Bros, hf, Scranton, Pa. Hoffman House.

E Smith, with Daniels & Fisher Stores Co, t, Denver. 56 Worth

A C Jones, with Crews-Beggs Dry Goods Co, s, Pueblo, Col. 320 Church.

H J Machle, with J H Hibben Dry Goods Co, t, Cincinnati. 377 Broadway.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Competent and experienced manager for our crockery, stove and housefurnishing department. This is an important department, and the position is a good one, capable of advancement, for the right man. Address, at once, FRENCH & BASSETT, Duluth, Minn.

SITUATIONS WANTED.

SALESMAN Japanese goods, twelve years' road and city experience, wants to connect with good line. Address BRESLIN, 608 West 181st Street, New York City.

FOR SALE.

STOCK of 250 domes and shades, latest style and design, manufactured expressly for the coming season, for sale. Corporation has retired from active business. Any reasonable offer of a lump sum for entire lot of shades and domes will be accepted. Call for inspection of this stock. P. O. Box 367, Perth Amboy, N. J.

FOR SALE—Two-kiln yellow ware pottery in good running order, in settlement of an estate. For price and terms inquire of the CROXALL POTTERY CO., East Liverpool, O.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

CROCKERY & GLASS JOURNAL

NEW YORK, JULY 27, 1911.

TALKS ABOUT BUSINESS-BUILDING.

By A. F. SHELDON,
Formulator of the Science of Business-Building and Editor of "The Business Philosopher."

TALK No. 1.

BY the term "business-building" I mean the art of securing permanent and profitable patronage. Right there success in life, commercially, hinges. Think that over well.

For the sake of emphasis, let me state the same truth again this way: Success in life, commercially, hinges on business-building—the art of securing permanent and profitable patronage.

It is true of the employer. It is true of the employe. It is true of the professional man. It is true of everyone engaged in useful effort. It is certainly true of those engaged in the crockery and glass business.

Everybody engaged in useful effort is engaged in business—in busy-ness—and his money-making power depends upon his power to secure permanent and profitable patronage.

Make this, then, your mental sun-glass, with which to focus things; make this the target at which you aim; make this, then, your daily slogan—"I will develop my art of securing permanent and profitable patronage."

To do this, start out by bearing in mind that you are a salesman; realize that you actually have something to sell.

If a bookkeeper or stenographer, you are selling your services; if selling china, glass, lamps, or what not, you are doubly a salesman.

First, you are selling the product of the house you represent to the buying public. Second, you are selling your own services to the house you represent.

It will be a blessed old day in the world of trade when everybody wakes up to the fact that he is a salesman, and that the price he gets for his goods, even though the goods be service, is potently influenced by one of the same laws that so largely regulate the sale of merchandise; namely, that the price is very largely regulated by the quantity and quality of the goods delivered.

"I'm not paid for doing that" never made good goods in the way of service. "I'm earning my salary now, and I'll be blessed if I will do any more" never brought a raise.

The man who is always looking to see how little service he can render never becomes a master salesman; and that's what every man in the commercial world to-day should strive to be—a master salesman; for a master salesman is a master business-builder, and the master business builder is the architect of a nation's commercial greatness.

Thus you see that those who dwell on the mental plan of doing as little as they can for their wages forget that the man who never does more than he is paid for is never paid for more than he does.

Let this thought sink deep into your mind if you strive for success in the commercial world: The doers are the money-makers, become the captains of industry, the master merchants; but the "shirkers" and the "work-dodgers" are the "down-and-outs," the "might-have-beens" that never were.

What are you in business for? Why are you working?

We have seen that in the final analysis everybody engaged in useful effort is a business-builder. He has a business of his own to build. To do that, he is selling something—service or something else.

This series of articles must be eminently practical from a business point of view. However, in a broader sense, this series of articles should appeal to all workers in the vast field of commerce, or—to change the figure—to those who have set sail upon the sea of commerce, since each one is sailing for or wants to sail for the same port—success.

Let us be real plain about it: We all want to achieve financial success. Of course real success includes more than that, but it does include financial success.

As the prime object of human existence is the attainment of content—happiness—in the broad sense of that term, I have but little sympathy with those idealists who say that money has nothing to do with happiness. Personally I do not believe it is possible to be broke and happy at the same time. If you do, you are an exception to the rule.

To you, then, who are engaged in that particular

branch of the world's commercial work known as the crockery and glass trade I put these questions:

First, In what direction lies the harbor of financial success? Second, what power propels your craft? Third, what are your chart and compass?

Before you answer these somewhat abstruse questions, I want to ask you again, Mr. Employer, this question: What are you in business for? Of you, Mr. Employee, I would enquire this: What are you working for?

Did I catch your answer correctly, and, written out, does it read, "to make money"?

Let me ask each of you the same question in a little different way: What is the object of the existence of that commercial institution of which you are a part?

Is your answer the same as before? Did I hear you say, "to make money"?

If I have caught your answer correctly, then I want to say this: You are not headed in the right direction for the harbor of financial success. Your motive power is not good. Your chart and compass are out of order. Your craft will not arrive at the desired destination, except the chance wind of favorable fortune should drift it there. You will not reach it by that kind of navigation.

Now, don't jump off your chair, nor tear your hair, nor swear; neither believe this "hot air." Be fair. Wait till I finish this thought.

If you are a manufacturing potter or glassmaker and want to increase your output, what do you do?

Can you get the manufactured articles by going directly after the real thing? Or are you obliged to think about the ingredients which, brought together, make, them and then really do something to bring these ingredients together?

You are obliged to get back to cause—the things, which, combined, make the effect, the result—the pottery or glassware.

It is just so with this commercial success business—this financial affluence question. Money doesn't "make" itself. It has to be "made." And the necessary ingredients for making money may all be summed up in one word—"service." Service—the open sesame of the gates of success; service—the bugle-call of high endeavor. It is the most potent word to my mind that man ever coined—service. Study what it means, and you will think so, too.

Certain ingredients are cause. Their combination is effect. Service is cause. Money is effect. Correctly combine large quantities of the right kind of ingredients together and you get the right kind of goods. Mix enough of the right kind of deeds and the right kind of words and you then render great service, and the natural result is—more profit to you. The profit you make is the pay you get for the service you render.

Are you aware of the fact that ninety-five per cent of those who set sail on the sea of commerce fail to reach the port of financial success? Startling—but rue. Why? There's a reason. There is always a reason why this man wins, and that man fails.

Ask the next one hundred persons you meet the question, "What are you in business for?" You will get the answer, "to make money," from at least ninety-five per cent of them. That's the reason for their failure.

When ninety-five out of every one hundred can knowingly and understandingly say, "I am in business or I am working to render service;" when they can say that honestly, meaning every word of it, then the statistics will be gloriously reversed—ninety-five per cent will win. For ninety-five per cent can win if they will render the world the service that the world needs.

We must get back to the law of cause and effect in the world of business. Fire is cause, heat is effect. If I want heat I build a fire. Service is cause; money is effect. If I want the heat of money, the warmth of profit, the enjoyment of more pay, I must build a bigger fire of service. So must you—you who read this. So must every man who would be a business-builder, and a money maker. No one can escape the law of cause and effect.

There are thousands of employes ruining their eyesight looking for more pay. They get so close to the log of "more money" that they can't lift it. If they would look for more ways to render greater and better service they would soon make a lever that would lift the log.

There are thousands of corporations (composite salesmen) also which are looking longingly for dividends to increase. They are so close to their business that they can't see it.

Quit worrying about dividends, and become more active in the use of your constructive imagination, figuring out ways and means to solve the problem of rendering more prompt and more efficient service in every way; then the "more dividends" question will take care of itself.

There is one more question I want to ask in this article—but it is a most important one. It is this: Who are the salesmen in the world of commerce?

We have seen that in the broadest possible sense everyone is a salesman, but we are narrowing the question right down to commerce in the technical sense of that term when we ask, Who are the real salesmen of the world?

Think it over, and have your answer ready, and I will give you the answer that appeals to me as being the correct one in Talk No. 2, which will appear in a subsequent issue.

ALTHOUGH glass bottles were made by the Romans as far back as 79 A. D., their manufacture was not begun in England until 1558.

The New York Crockery and Glass District.

The Bradley & Hubbard Mfg. Co. have been gradually augmenting their line of portables, and have recently sent to their New York showrooms some very ornate pieces. The designs are mostly early eighteenth century, including some very beautiful things in Empire and Louis XVI styles. For use on an upright piano there is one in Sheffield design with either silk or glass shade, which differs materially from anything of the kind heretofore put on the market.

It was not the heavy bag he carried that caused E. A. Ernst, with the H. & S. Pogue Co., Cincinnati, to limp as he traveled up Murray street the other day. The bag was cumbersome enough, heaven knows, for it was filled with broken china samples which he had brought on to match up. But his limp was occasioned by a bad attack of rheumatism.

Floral designs on cut glass are becoming the rage, and all manufacturers are adding this style of cutting to their line. Louis Levien has departed a little from the ordinary in his latest creation. The motif is a marguerite spray, the center of the flowers having bright diamond cuttings which set off the satin finish of the petals beautifully. The contrast is very telling, and the whole decoration is most effective. The design is carried out on the complete list of samples, ranging from a small toothpick holder to a punch bowl. The fern dish is a particularly handsome piece.

W. R. Rommell, of the Rommell & Schall Supply Co., Newark, N. J., was in the city on Tuesday placing orders for glassware and matching up odd lines. This firm succeeded C. H. Heitermeyer.

The Utopian Silver Deposit and Novelty Co. is preparing a magnificent showing of new samples for exhibition at the National Household Show at Madison Square Garden. Mr. Allen, president and general manager of the company, under whose direction it is being done, is not saying much. He would rather the goods speak for themselves.

Thomas Pinder, with the Curran Dry Goods Co., Waterbury, Conn., was a welcome visitor to the District on Monday of this week. He was filling in depleted lines and said the prospects for a business boom were excellent.

A. M. Marryatt, representing the Pioneer Cut Glass Co., is just in receipt of an entire new line of samples. The motif of decoration is the wild rose, than which nothing could be prettier. There are twenty seven different pieces, ranging from a sugar and cream, fern dish and ice cream tray, through a long line of vases and fancy goods. These goods are strictly hand work, and every piece that leaves the factory is pumiced, wooded and paraffined, assuring a high finish.

The Haskins Glass Co. has brought out a new glass for illuminating purposes. It is of fiery opal, similar to their "Slo" glass, but with a more iridescent effect, and is said to give perfect light distribution. This glass will be made in all the shapes and forms that can be adapted to tungsten lamps of large or small wattage. The orders for the "Haskins-Lucida" glass continue most satisfactory.

O'Donnell & Dorner have secured the New York agency for the Richter Mfg. Co., of Providence, R. I., who make a first class line of silver deposit ware.

The classic way of telling the story is this: City man equipped with expensive fishing outfit is piloted to the pond by a couple of rustics armed with primitive rods cut from nearby trees. City man catches nothing; simple yokels make big haul. But F. W. Sinclair, with Geo. F. Bassett & Co., who has just returned from a week's fishing at Elliott's, Conn.,

tells it differently. He says that while the boys were getting four-inch perch he was landing pickerel of a size and weight such as they had never seen before and did not believe were in the lake. It takes a crockery salesman to do things right.

The United Sheffield Silver Co. has moved its plant to 154 West Twenty-seventh street, where there is much more room and all modern conveniences to enable it to care for the greatly increasing business. The popularity of the goods that this concern is turning out is manifested by that fact that every mail brings in further orders. All the designs are replicas of the real old silver ware as made originally in England, and are heavily plated on copper.

Easley & Co., patentees of glass lemon squeezers, have removed their office from 107 Chambers street to 21 Park Row.

A. A. Bean received three new cut glass fern dishes this week from the Laurel Cut Glass Co., Jermyn, Pa. One is of oval shape and the other two are round and cupped. The cutting is of the mitre order.

W. R. Demorest is back at his desk after an accident which laid him up for nearly three weeks. He was sailing in his motor boat from his home at Belle Island, Conn., when his grandson, a boy of ten, lost his hold and was falling overboard. Mr. Demorest made a grab and caught him before he touched the water, and in doing so bruised his side just above the hip, but thought nothing of it at the time. On the next day, however, it developed into a very sore spot, and a physician was called, who thought itwas appendicitis and treated it as such for a while, but finally determined that there was an internal injury. While still a little uncomfortable, he is well on the road to recovery.

Two new vases have been added to the line of the United Novelty Co., 35 Barclay street. They are of opal glass, tinted with shades of pink, blue, yellow, green, etc.; and are decorated with dainty designs of violets, forget-me nots, wild roses and pansies.

A third-pint tumbler would not ordinarily attract much attention in the District; but one of them in a window on West Broadway caused crowds to gather in front of it last week. Under it was a sign reading: "Watch this tumbler!" A piece of wire about a foot long lay across its top, and on each side was an electrically-charged porcelain jar. Somewhere in the distance was a wireless telegraph. After a crowd had collected the apparatus was put in operation and the wire responded by gyrating over the tumbler. Idiotic? Yes. But it drew attention, and that's what the store was after.

John Cross, 76 Park place, has received from the Susquehanna Cut Glass Co a water jug in a light cutting on blown glass showing grapes with a delicate vine entwining the piece. The same design is carried out on tumblers.

MORE STYLES OF ROEMERS.

AS promised in a former issue, we illustrate on the opposite page another batch of artistic roemers.

No 1, of Bohemian manufacture, is from the showroom of Bawo & Dotter.

No. 2, from the line shown by Fondeville & Van Iderstine, is made at the celebrated factory of Count Benedict von Poschinger, Bavaria.

No. 3 is the product of Webb & Sons, Stourbridge, England, and is a fine specimen of rock crystal. Other examples of this style of decoration may be seen at the local showrooms, in charge of Kennard L. Wedgwood.

No. 4 is of the famous Baccarat manufacture, represented in this city by A. Gredelue.

No. 5 is Hungarian, and is from the "Rona" line carried by Fensterer & Ruhe

ON THE PACIFIC COAST.

THE conventions which have been held in San Francisco during the past few weeks have served to make the usual dull season more interesting for everyone, though, of course, it is principally with the souvenir lines that the crockery and glass departments do any business above the average.

The San Francisco Crockery and Glassware Co. is making preparations to move into its new and larger sample rooms in the Bancroft building on Market street. A new line of samples of dinnerware from the Cartwright Bros, East Liverpool, has just been received and will be displayed in the new rooms.

S. Hollub, California representative of M Sellers & Co., is in town from his northern trip, and is showing at his office in the Lincoln Building a full line of his company's samples of crockery, glass and enameled ware, etc.

Mr. Bartels, who, in connection with C. A. Bacon, represents the Lancaster Glass Co. in this city, is now in the northwest territory and reports that business



1—Bohemian 2—Bavarian 3—English 4—French (Baccarat) 5—Hungarian

VARIOUS TYPES OF MODERN ROEMERS.

(*See "More Styles of Roemers," on opposite page.*)

in that section is in a very fair condition. Mr. Bacon leaves this week for Los Angeles, where he will open a permanent sample room in the Jefferies Building for the Lancaster Glass Co.'s lines, a carload of which has just been received.

Mr. Heastand, of the San Francisco office of the Fostoria Glass Co., has just returned from a trip to Hawaii.

Lew Rothschild, manager of the glassware department of the American Import Co., reports that business with his house is very brisk considering the time of year, and that the country trade is especially favorable, with a good outlook for the fall all along the Pacific Coast.

Geo. Holliday, San Francisco representative of Himmesltern Bros., is on a visit to his parents at Victoria, B. C.

Mr. Otte, of the Pittsburgh Lamp, Brass and Glass Co., has just started on a trip through Colorado, New Mexico and the adjoining States which will keep him away from the local office for five weeks or more.

AT CHICAGO.

THOUGH somewhat delayed by not getting his samples on schedule time, F. Senior Pickles has arrived at the Palmer House and has put in a lively week. From here he goes to Peoria; thence to St. Louis and Kansas City, where he says he will celebrate his matriculation, so to speak, as an American citizen on the first day of August, after five years in this country as glass cutter and house salesman for Marshall Field & Co. and then road traveler for the Buffalo Cut Glass Co. Mr. Pickles is an Englishman from Yorkshire.

* *

After renewing acquaintance among the trade here and showing the new cut glass lines of the T. B. Clark Co., of New York, Ruggles Henderson closed at the Palmer House Saturday afternoon and set his face toward the West.

* *

Charles Weidman, of the Laurel Cut Glass Co., Jermyn, Pa., is at the Palmer House this week.

* *

Buyers on State street were giving the glad hand this week to George H. Bowman, of the George H. Bowman Co., Cleveland, who is displaying his lines at the Palmer Houee.

* *

Heading for the Northwest after a very successful one week stand at the Palmer House, W. G. Jackson, with the Taylor, Smith & Taylor lines from East Liverpool, took away from Chicago quite a bunch of orders.

* *

It is stated that the Sebring China Co. has lately sold to the Chicago "Tribune" premium china to the value of more than $200,000.

* *

Last week Marshall Field & Co. placed an order with the Buffalo Cut Glass Co. for 2,000 gross of water tumblers suitable for the better class of hotel service.

* *

Crockery buyer E. M. Brennan of the Rothschild department store will depart for New York on a two weeks' vacation about the first of next week. She will look the big burg over for the first time and has been promised many pleasant diversions and excursions by the salesmen traveling out of Gotham who make this market for crockery and glass lines.

* *

Closing a successful week in Chicago, Ernest D. Wetton, the veteran traveler for C. Dorflinger & Sons, who has sold cut glass for that house for twenty-three years, went from here to St. Louis after making Philadelphia, Baltimore and Pittsburgh en route, with seven trunks of samples and finding business good all along.

* *

New designs of the Buffalo Pottery's wares are now on display at the Palmer Honse under the charge of E. E. Wilgus, who will continue on here through the week and then make Milwaukee and other lake points.

* *

After a visit to Milwaukee and other Lake Michigan towns, C. M. Dillman, of the United Cut Glass Co., New York, made a short return stop at the Palmer House last week, heading southward from here.

* *

Among the visiting buyers were J H Moore, Deport, Tex.; G W Schell, Keokuk, Ia.; S G Gilson, Greenwood, Miss.; F Pryor, Pueblo, Col.; W E York, Hammond, Minn.; M L Altheimer, Little Rock, Ark.; L Lambert, St Louis; W Williams, Denton, Tex.; J M Atkins, Heflin, Ala.; L H Walter, Hillsboro, Tex.; E Newberger, Coffeyville, Miss.; J Hood, Birmingham, Ala.; F P Barnett, Stewart, Ill.; S Jackson, Alexandria, La.; H C Hulsione, Lander, Wyo.; B. R. Rusky, Marinette, Wis.; K Edelmuth, Red Lodge, Mont.; J Wolf, Alien, Neb.; E H Stein, Hastings, Neb.; C Oldrich, Buhl, Idaho; F D Ruble, Minneapolis; C Peterson, Davenport, Ia.; E McNamee, LaGrange, Tenn.; A Sweningsen, Morehead, Minn; L F Shire, Marion, O.; N P Levinton, Bartlesville, Okla.; F L Oilar, Lafayette, Ind.; W P Day, Peoria; W B Petty, Durant, Okla.; C P Hunter, Newton, Ia.; M Frank, Cincinnati; H Nathan, St. Louis; N W Calkins, Pueblo, Col.; L Rosenthal Cleveland.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 27, 1911.

POINTS ON PROFITS.

IT is a part of good merchandising to secure prices as low as the goods can be bought by any dealer. Now, if by reason of taking large quantities, or paying cash, a special discount on the "lowest" price is obtained, that saving should not be given away when the retailer is fixing his selling price. The discount should be regarded as profit, and used as a set-off on interest charges. In an interest and discount account, which everyone should keep, the discounts should always be in excess of the interest charges.

Before adding the established percentage of profit, care should be exercised that every possible item is figured out. After this is done, consider whether or not the goods are of such a nature and attractiveness that they will bear an additional profit. If so, do not hesitate to get all the money possible out of them while they are in demand. The time may come when the price will have to be reduced.

Figure your packing charges on each item. For instance, a dollar article may come packed six in a barrel in one instance, and twenty-four in another. The charge for packing will be fifty cents in either case. The cost on the first is a little over eight cents each, and on the other a litile over two cents. Freight charges may be reckoned in the same way. The six articles may weigh more than the twenty-four.

Breakage in the store as well as in transit must be reckoned. A strict record should be kept of this, in order that a fair average may be computed.

A popular fallacy with dealers is the idea that they can make more money by selling a larger amount of goods at lower prices. Let us see how it works out. They have, say, an established rate of fifty per cent profit on all goods. They have been buying an article for one dollar right along. They induce the wholesaler to lower the price to seventy-five cents, using the argument that they will take a great many more. But it is rare that a dealer can increase his sales twenty-five per cent by reducing his price twenty-five per cent. As a rule he does not do better than five. But allow ten, and see what happens. On the article costing one dollar he made fifty cents clear. Now he gets the item for seventy-five cents. Give him the benefit of the odd half cent and he clears thirty eight cents—a loss of twelve. In sales aggregating a hundred dollars he will have to make up twelve dollars, or, in other words, he must sell twelve per cent more goods to realize the same profit. Now, the cost of selling this additional twelve per cent, the room the goods take up, and the risk of more breakage, will make the profit even less. It takes just as good a sales clerk and just as much time to sell the seventy-five-cent as it did the dollar article.

It is an open question if "special" and "bargain" sales pay. Many goods are undoubtedly sold in this way, and at a profit perhaps, Oh, yes; "everybody does it, and they wouldn't do it if it didn't pay." As long as one does business this way others will follow. People will buy what they need, anyway, and the excess over positive wants does not pay a profit commensurate with the time, trouble and cost when low prices are employed to move the goods. The wholesaler suffers, for he frequently has to lessen his profit to help the retailer; the retailer works hard to give the people something they do not need, largely for the sake of swelling sales.

PERSONAL.

AMONG returning vacationers this week was F. C. Meyer, the man who knows everybody and welcomes them at the door of Bawo & Dotter. His vacation was spent at Callicoon, Sullivan County, N. Y., where he enjoyed a farmer's life, and amused himself by pitching hay, digging potatoes, and eating watermelon. He didn't say anything about feeding the pigs, or currycombing the cows, but if he was playing farmer he probably "tuk in ther hull blamed show."

Miss Mann, buyer in the glass department of Marshall Field & Co., Chicago, was a District visitor during the week.

Miss L. A. Ford, of A. A. Bean's office staff, is enjoying her vacation in New Jersey, alternately

playing tennis, fishing, boating and fighting mosquitoes.

E. B. Dickinson is spending his well-earned vacation at Kennebunk Beach, Me. Since opening his new office in the Fifth Avenue Building he has had one continual grind, and in the short time that has elapsed since he took possession has increased his business marvelously. The new location and the new lines that he has put in have all tended to bring in more orders. After two weeks by the sea he will go to Boston, remaining there until the 5th of August, returning to his office on the 7th.

Charles E. Cardon, who has been traveling through Canada in the interest of J. H. Venon, came home last week. He reports an excellent business both for china and glass.

A. C. Griffith, buyer for Maier & Berkele, Atlanta, Ga., was in New York this week making selections.

E. Grant Garnsey, buyer for Marshall Field & Co., Chicago, spent a few days in New York prior to his departure for Europe on the "President Grant last Saturday.

A. H. Heisey, Newark, O., passed through New York on Tuesday on his way to Maine, where he will spend a week or ten days' vacation.

John Nixon, New York representative of the Fostoria Glass Co., goes to Canada next week for a holiday of ten days or two weeks. He will tour that part of Canada west of Kingston.

Hugh McAfee, president of the Consolidated Lamp and Glass Co., came up from Atlantic City, where he had been in conference with the workingmen, and spent three days in New York, leaving for home Wednesday night.

George S. Brown, of the Bristol Brass Co., left on Tuesday night for his long Western trip selling burners.

Edward Unger is away on a trip to New England with his samples of the East Liverpool Pottery.

J. A. Smith, buyer for Waller & Co., was in the District on Tnesday buying for the new department of china, glass and housefurnishings to be opened September 1 in their store at Madison, N. J. Waller & Co. operate six stores altogether, in Rutherford, Westwood, Ridgewood, Hasbrouck Heights, Gloucester and Madison, all in New Jersey. Mr. Smith has been with this concern altogether nine years. There was a break of nine months in his employment, during which time he went as a buyer for J. M. High, Atlanta, Ga.

William Dealing returned on Tuesday from Atlantic City, where he attended the glass manufacturers' convention with A. J. Bennett, president of the Cambridge Glass Co.

H. F. McKenzie, who has been with the George H. Bowman Co., sailed for Florida on a Clyde liner Wednesday. He expects to be gone about ten days.

Senator O. H. Brown was in the city Tuesday buying for his store at Spring Lake, N. J. He says that his other two stores at Asbury Park and Lakewood are also enjoying a good run of trade.

E. C. Wilson, the New York representative of Gill & Co., Philadelphia, starts next Saturday for his vacation at Green Lake, in the Catskills.

J. C. Fisher, with Fondeville & Van Iderstine, will leave on Saturday for a two weeks' vacation at Atlantic City.

Chas. Hermann is in the market buying crockery, glass and housefurnishing goods for the new department store on Sixth avenue which Kessner & Co. will open early in the fall.

C. C. Woolson, buyer for the Woolson Co., Mt. Vernon, O., is touring the State in his automobile on his wedding trip, having been married in Akron, O., on the 14th inst. When last heard from he was in Marietta, on his way to Huntington, W. Va.

ARREST IN FORMULA-STEALING CASE.

CHARGED with the theft of a formula valued at $25,000 from the Haskins Glass Co., of Martins Ferry, Neal Driscoll, a Wheeling glass worker, has been arrested, and Mrs. Kessmeyer, wife of the manager of the Haskins glass works, who gave the alleged thief the formula when he represented himself as coming from her husband, has positively identified him as the man.

Further developments may be looked for, as the police are working on a clue obtained recently that connects others with the affair.

THE CONDITION OF BUSINESS.

New York. Trade has improved a little during the week, both in the warerooms, by mail, and from travelers. The season is very backward, however. Many buyers who doubtless would have been in New York by this time have postponed their arrival until the opening of the Household Show at Madison Square Garden. A great influx of purchasers is expected then. They will doubtless crowd the exposition during the whole of the week. The overflow will penetrate the downtown district, and the only fear is that coming in such numbers the salesmen will be embarrassed by having too many at one time. They will receive a cordial welcome, however, in both places, and many fine goods have been prepared for their inspection. Travelers would do well to be at home in the middle week of August.

The domestic trade has brightened up considerably. It has not reached large proportions yet, but everything points to an excellent business. The factories are all running now, and if labor troubles do not cause disturbance will continue to turn out their capacity Both the glass workers and the operative potters have made demands. The glass men are still deliberating, and unless concessions are made there may be trouble. An increase of ten per cent in wages under present conditions seems a little extravagant, and whether manufacturers could raise their prices to cover the additional wages is a question. The operative potters have asked nearly impossibilities in some of their sixty-nine demands. The feeling among manufacturers is decidedly against them and they present a more united front than they have since the long strike many years ago. Their stocks are not heavy, and it will be a hardship to close the factories; but unless the operatives recede from the stand they have taken it looks at the present writing as if there will be a cessation of pottery-making for a time. It is hoped, therefore, that wise councils will prevail and that an amicable settlement may be reached.

General conditions of trade throughout the country are improving, but buyers of general merchandise are purchasing for immediate demands rather than for stock. The uncertainty of prices leads to caution, although everybody admits that there will be a good demand for all kinds of merchandise when the summer season is over. The crockery trade certainly feels this way, and perhaps no better evidence of it can be given than the fact that one of the oldest, largest and most conservative firms in the business has arranged to import a larger supply than for many years, feeling sure that a call for stock goods will come.

East Liverpool and Vicinity. More or less apathy was experienced in the Western pottery district this week, although all the plants are in operation. While some new business is being received, the volume is not great. It is the general opinion of manufacturers that buying will start all at once, and that then the manufacturers will be unable to make shipments promptly. It would be an excellent move on the part of buyers, no matter how large or small, to anticipate their wants and order immediately.

Pittsburgh and Vicinity. Demand for glass continues active. All plants in the Western district are working, and in some instances capacity has been increased. Blown ware and bar goods are moving better than in years. Orders for future shipment are fairly active.

ORIGINALITY THE WATCHWORD.

IN this day of competition it is not always price that cuts the greatest figure in securing orders. Originality and variety of design are much more important features. A firm that departs from the beaten track and produces an article that competitors have not thought of doesn't have to figure so closely on prices. But if at the same time the special article



can be produced at a reasonable rate the success of the firm is at once secured. The Imperial Art Glass and Lamp Works, 26-32 Sullivan street, this city, under the proprietorship of J. Vallin and Philip Le Berthon, have achieved this in the Persian filigree lamp illustrated above. It is truly oriental in conception and most artistic in effect. The concern makes both gas and electric portable lamps, and has a large variety of

art glass domes. Inverted art shades are also to be found there in profusion. In fact, anything in the lamp line can be readily obtained, Prompt delivery is a strong point in their favor.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A J Kaufman, of C A Kaufman Co, t, New Orleans. 258 Church.

Edw Bonnett, with D H Holmes Co, t, New Orleans. 20 East Twentieth.

P Schaeffer. with Adam, Meldrum & Anderson Co, hf, Buffalo. 2 Walker.

G Charlton, with Jones Dry Goods Co, c, Kansas City, Mo. 214 Church.

W E Kipp, of Kipp Bros Co, t, Indianapolis, Brealin.

G E Sweitzer, with Ferguson-McKinney Dry Goods Co, hf, St Louis. 350 Broadway.

R D Goodwin, with Memphis Queensware Co, c, Memphis. Hotel Astor.

H Meyer, Lake Charles, La.

Mrs A Schwartz, Houston, Tex.

Mrs Moeser, with B White & Co, c, Pittsburgh, Wellington.

R J Carmichael, of Newton & Carmichael Hardware Co, c, Jackson, Miss. Grand.

A C Putts, of J W Putts Co, hf, Baltimore. Albert.

AT BOSTON.

IN studying the careers of successful wholesale men it is noted that a buying training has been of tremendous value. Such as been the case with John J. Reed. He was brought up in Springfield, Mass., starting in the business world with Charles Hall, of that city, as an errand boy. He advanced step by step until within a comparatively few years he had worked up to the position of buyer, with general supervision of the whole store. Here he remained for twelve years. He then connected with the R. H. White Co., Boston, as buyer of their china and glass department, and continued with them for five years. In a similar capacity Mr. Reed was with N. Snellenburg & Co., Philadelphia, for two years, being the first buyer to visit the important European china centers for them. Subsequently he returned to Boston and was manager of China Hall, an exclusive china and glass store; but after two years, owing to partnership friction, this venture was discontinued. Mr. Reed still has faith that the Boston public would appreciate and support a similar institution provided it was operated under proper conditions. He next entered the commission business, which he likes very much and regrets he did not go into before. Mr. Reed has the following lines: Liberty Cut Glass Works, Corona Cut Glass Co., Ripley & Co., D. F. Haynes & Son, A. L. Tuska, Son & Co. and Abels & Co. He is a Mason and a Knight Templar. Mr. Reed's hobby is "work," although he takes an interest in the national sport.

Richard Briggs returned home on the Franconia last week, following his regular summer visit abroad.

Jacob Mitchell, treasurer of the Mitchell, Woodbury Co., accompanied by Mrs. Mitchell, has been touring the Pacific slope on a much-needed vacation.

Boston is all agog this week over the war manoeuvres between the Blues and the Reds. Wm. R. Claflin, one of our glass men, is participating in the "warfare," being a member of the First Squadron Calvary, M. V. M.

Henry T. Edwards, the Fostoria Glass Co. representative, has returned from a pleasant vacation, rejoicing that he escaped the terrific hot spell.

The annual picnic of the Henry Siegel Co. was held Saturday at Riverside, and a similar event of the Shepard-Norwell Co. occurred on the same day at Nantasket Beach.

An involuntary petition in bankruptcy has been filed against the Harry M. Hollander Co., of Holyoke and Springfield, by May E. MacDonough, Jacob Freedman and Ticknor Bros., whose claims aggregate $507. They allege it has given preferences to other creditors. It will be remembered that Mr. Hollander left the buyership of several departments with the Henry Siegel Co. to embark in this enterprise.

Commodore Arthur T. Otis, of the Boston Yacht Club, is on a cruise along the coast—a pleasant way to spend a vacation. In business waters he mans the local craft ot the Republic Metalware Co

Harry R. Wheeler, the popular young man with H. B. Hollis (Cambridge Glass Co.), departed Monday on his vacation.

Paul M. Phiilips, representing S. A. Weller, has returned from a successful business trip through New York State. R. E. Phillips is now covering Vermont.

W. M. Pingree and W. A. Fuller, the Tajimi travelers, left Monday on their semi annual three months' business tour of New England and New York State.

Among the buyers in town this week were George Turner, with the Denholm & McKay Co., Mr. Rich-

ardson, with the Clarke-Sawyer Co. and Mr. Rhodes, of Darling & Rhodes, all of Worcester; and Fred W. Fisher, buyer for the F. E. Nelson chain of stores, Manchester, N. H.

The Wells-Burrage Co. have removed to their new location on Boylston street.

Harry Dunlap, financial man with A. G. Pollard & Co., Lowell, and "Joe" Pinder, with Chase & Francis and also mascot of the "J. J." Club, have returned from a month's automobile tour of the White Mountains.

BUSINESS BRIEFS.

H. S. Isenberg will open the Modern Five and Ten Cent Store at 24 Main street, Salem, Mass., Saturday.

The Trenton Potteries Co. last Friday declared its usual quarterly dividend of one per cent on its preferred stock and also a dividend of five per cent on the cumulative preferred.

A petition in bankruptcy has been filed against Barnet Weiner, manufacturer of brass and copper antiques and novelties at 22 Centre street, this city. Liabilities $9,000, assets $3,000.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending July 25, 1911.

ANTWERP

4	packages	glassware	Strobel & Wilken Co
4	"	chinaware	"
145	"	toys	B Illfelder & Co
60	"	"	A Steinhardt & Bro
241	"	"	Strobel & Wilken Co
97	"	"	Miscellaneous Orders

BREMEN

627	packages	toys	Strobel & Wilken Co
53	"	glassware	" "
79	"	earthenware	" "

HAMBURG

64	packages	glassware	Fenesterer & Ruhe
5	"	"	Lazarus & Rosenfeld
16	"	"	N Wapler
105	"	"	L Straus & Sons
28	"	"	Strobel & Wilken Co
81	"	"	Miscellaneous Orders
11	"	earthenware	Herman C Kupper
5	"	"	J Wygand & Co
11	"	"	J Paine
87	"	"	Bawo & Dotter
82	"	"	Miscellaneous Orders
109	"	chinaware	Strobel & Wilken Co
85	"	toys	B Illfelder
63	"	"	F A O Schwartz
6	"	"	Knauth, Nachod & Kuhne
150	"	"	Strobel & Wilken Co
870	"	"	Miscellaneous Orders

COPENHAGEN

384	packages	toys	Geo Borgfeldt & Co
140	"	"	Miscellaneous Orders
3	"	glassware	Fensterer & Ruhe
48	"	earthenware	Bawo & Dotter
4	"	"	Miscellaneous Orders

LIVERPOOL

20	packages	earthenware	Bawo & Dotter
6	"	"	E Boote
2	"	"	L Straus & Sons
51	"	"	F W Woolworth & Co
15	"	"	R Slimmon & Co
31	"	"	Maddock & Miller
12	"	"	Fondeville & Van Iderstine
58	"	"	Geo Borgfeldt & Co
40	"	"	W S Pitcairn
3	"	"	Strobel & Wilken Co
8	"	"	Miscellaneous Orders

LONDON

26	packages	toys	Geo Borgfeldt & Co
4	"	"	Bawo & Dotter
2	"	"	F A O Schwartz

LIMOGES

160	packages	chinaware	Theodore Haviland & Co

TRIESTE

173	packages	glassware	A L Crawford
513	"	"	Miscellaneous Orders

ROTTERDAM

340	packages	earthenware	Geo Borgfeldt & Co
29	"	"	Bawo & Dotter
45	"	"	Lazarus & Rosenfeld
62	"	"	Eimer & Amend
18	"	"	L D Bloch & Co
241	"	"	Miscellaneous Orders
6	"	chinaware	Bawo & Dotter
141	"	toys	B Illfelder & Co
9	"	"	Samstag & Hilder Bros
15	"	"	C B R uss
10	"	"	Knauth, Nachod & Kuhne
2	"	"	F A O Schwartz
171	"	"	Miscellaneous Orders

SOUTHAMPTON

45	packages	chinaware	I H Venon
288	"	"	Haviland & Co
55	"	"	J Pouyat Co
35	"	"	A G Moment
8	"	"	Blakeman & Henderson
11	"	"	Bawo & Dotter
18	"	"	C L Dwenger
5	"	"	L D Bloch & Co
30	"	"	Wm Guerin & Co
56	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

153	packages	earthenware	Jones, McDuffee & Stratton Co
31	"	"	Mitchell Woodbury & Co
2	"	"	Rowland & Marsellus Co
6	"	"	A W Chesterton
2	"	"	E Butler
6	"	"	E Boote
1	"	"	R F Downing & Co
81	"	"	Miscellaneous Orders

ROTTERDAM

82	packages	earthenware	Adams Express Co

COPENHAGEN

15	packages	earthenware	C J Pierce & Co
80	"	"	Geo Borgfeldt & Co

YOKOHAMA

19	packages	earthenware	Jones, McDuffee & Stratton Co

Among the Potteries
East and West

East Liverpool and Vicinity.

It is reported upon good authority that the bulk of the sixty-nine propositions presented to the manufacturers by the National Brotherhood of Operative Potters barely passed the convention, and that the officials of the organization did all in their power to point out to the delegates the uselessness of presenting so many demands. It is also said that some of the delegates openly accused President Thomas J. Duffy of "leaning toward the manufacturers." Developments since the convention have shown that Mr. Duffy was possessed of considerable more wisdom and foresight than his critics. The conservative element in the convention, on which side Mr. Duffy has always stood, did its utmost to point the way to "light," but for the moment lost. Mr. Duffy, who has been at the head of the organization for eight years, has been regarded by the manufacturers as a fair fighter who was always open to reason. He has in those years gained much for the cause he represents. Following the joint conference he will sever his connection with the labor organization, as we stated in our last issue, to become president of the Ohio Liability Commission, at a salary of $5,000 per annum. The organization loses the brightest man it ever elected to the presidency.

* *

"Should the manufacturers grant all the demands the Brotherhood presented it would mean an increased cost in production of between $20 and $40 per kiln," said one manufacturer. "This is something the trade cannot stand. It is beyond all reason."

* *

Underglaze blue tinted ware is having a very successful run this season, and manufacturers who are in that line have been getting about all the business they care to handle. The underglaze blue treatment is also being shown on a lot of specialties, which have been found profitable lines for premium houses.

* *

There was but one change in the official family of the Colonial Co. at the annual meeting this year. The new officers are: President, Thomas Robinson; vice-president, Joseph Barlow; secretary and sales-manager, William H. Robinson; treasurer, Chris Horton. Mr. Robinson was given an added duty over last year in being made secretary of the corporation.

* *

At the annual meeting of the Globe Pottery Co., held a few days ago, the following officers were elected: President, Noah A. Frederick; vice-president, Jacob Shenkel; secretary-treasurer and general manager, Clarence H. Bauman.

* *

I. Neubrik, buyer for Crowley, Millner & Co., Detroit, was in the district a few days ago.

* *

Keeping open stock decorated ware in bins in the decorating department for shipment upon receipt of orders will be featured by the Smith-Phillips China Co. this season, and the more popular of the "Princess" shape treatments will be kept ahead as far as possible.

* *

The demand for the specialties of the Potters' Co-Operative Co. this season is exceeding all previous records. The "Shower" assortment has an open stock feature. On the bottom of each piece is a number, which is used by dealers in re-ordering. The result of this plan is that the dealer is able to keep his stock up all the time without the necessity of buying another complete assortment

* *

George Davis, Western salesman for the Knowles, Taylor & Knowles Co., expects to leave on his fall trip within a few days. His territory has been extended to the Pacific Coast. The new offices of this concern, handsomely furnished, are now being occupied.

* *

According to information given to the JOURNAL by E. H. Hyman, of the Chamber of Commerce, Macon, Ga., the Summit China Co., of Akron, O., will erect a domestic ware pottery there this year. Whether or not the property at Akron will be aban-

doned is not stated. Construction of the Macon property is expected to be started during the coming fall.

* *

From time to time the suggestion has been made that an opening exists for some pottery manufacturer to increase his sales by the establishment of a string of wholesale houses throughout the country through which the product of that one plant could be disposed of exclusively. It is now reported that just such a plan is being given serious consideration by a large Western concern.

* *

Joshua Poole, general manager of the plants of the Homer Laughlin China Co., returned last Saturday from a six weeks' trip through England.

Athens, Ga. At a recent meeting of the Chamber of Commerce, a bonus consisting of property and other assets said to be worth between $5,000 and $10,000 was given Thomas R. and W. A. Harsha, George L. and L. Auberger, of East Liverpool, for the establishment of an art ware pottery, and work on the plant has been started. The men named are practical potters of many years' experience.

DRY GOODS FIRMS ORGANIZE.

A NUMBER of the leading retail dry goods houses have formed an organization, known as the National Retail Dry Goods Association, to look after the interests of retailers. At present it has temporary officers, but an election for permanent trustees will be held on Aug. 8.

Some of the aims of the association are set forth in a circular. This points out that a strong organization of retailers could wage an active campaign against transient dealers, fake auction sales, and similar kinds of unfair and undesirable competition. It could also aid in restricting wasteful schemes of retailing, such as the granting of discounts to particular classes of customers. Moreover, it could abolish the practice of incorrect markings, measurements and weights, which deceive the public and handicap the conscientious retailer.

Then there are a number of matters which the retailers can press on the wholesalers and manufacturers. Packers are not always as careful as they might be to fit the cases to the goods, and every increase in the weight of a packing case means that the retailer has to pay unnecessary freight or express charges. This grievance the retailers feel could be easily abated if once a strong organization called it to the attention of the wholesalers.

Contracts have always been a fruitful source of dispute, which at times results in litigation and irritation that plays havoc with trade. The association hopes to be able to draw up standard forms of contracts agreeable to both sides, yet perfectly plain in their provisions.

A traffic bureau, the promoters consider, might do much to remedy freight and express overcharges and bring pressure to bear on the railroad companies to improve their service where it is necessary. Another bureau will be established to afford information to its members on business matters.

The present trustees are A. M. Cooper, Howland Dry Goods Co., Bridgeport; W. E. Emery, the Emery-Bird-Thayer Dry Goods Co., Kanas City, and J. F. Horman, the H. S. Barney Co., Schenectady. F. Colburn Pinkham is secretary, with offices at 233 West Thirty-ninth street.

Other firms which have given the National Retail Dry Goods Association their support are the D. M. Read Co., Bridgeport; Olds, Wortman & King, Portland, Ore.; Loveman, Joseph & Loeb, Birmingham, Ala.; the J. L. Hudson Co., Detroit; the Morehouse-Martens Co., Columbus; Schipper & Block, Peoria, Ill.; Miller & Rhoades, Richmond, Va., and Stone & Thomas, Wheeling, West Va.

THE NEW SANITARY HOT OR COLD BOTTLE.

ON our first page this week we illustrate the new sanitary hot or cold bottle made by the John B. Higbee Glass Co., Bridgeville, Pa. The advent of this article has caused quite a stir, and the interest aroused by a brief notice which we made of it in a recent issue is strong evidence that the trade is prepared to handle this bottle in large quantities. It will keep liquids hot for twenty-four hours and cold for forty-eight. It is of graceful shape, and, being silvered, makes a very pleasing appearance. The factory is ready to make deliveries, and prices will be furnished on application. Every dealer is advised to inquire about them at once.

OBITUARY.

ON the 19th inst. Fred Westermann, son of the late Carl Westermann, of Budde & Westermann, died suddenly in this city of heart disease, aged fifty-one. The deceased was formerly traveling salesman for the firm, but four years ago went to Germany for a permanent residence because of ill health. He was on a pleasure visit to this country. By a strange coincidence the daughter of Mr. Budde was married in Berlin the very day of this death.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The Dedrick Glass Co. is the name of a new decorating concern which has started in business at Rochester, Pa., in a part of the plant owned by the Rochester Tumbler Co. Blown ware from the latter factory is used, together with heavy plain pressed ware from other plants. Cut and etched ware is the sole product of the new concern, the head of which is William H. Dedrick, of East Liverpool, who was for many years identified with the pottery industry.

The Ripley Glass Co. is working on several new ideas which are expected to be "eye openers" for buyers. The specialties of this concern are certainly sellers.

The McKee Glass Co. resumed operations with an increased capacity, and shipments are now the heaviest in its history.

The Consolidated Lamp and Glass Co. continues to increase its line of lighting goods, and a number of new treatments in shades have just been placed in the hands of representatives. Their line of upright and inverted shades, for both gas and electricity, is by far the most extensive the company has ever shown.

The Floral-Colonial line of ware of the Weatmoreland Speciality Co. is proving more popular as it grows older. The fact that it was the highest-priced line of its class shown in Pittsburgh last January did not retard orders, and it has been a most consistent seller.

L. A. Fletcher, Boston representative of the Duncan-Miller Co. and the Central Glass Co., has returned to his desk after spending a week in the Pittsburgh and Wheeling districts.

Salesmen for the United States Glass Co. spent the early part of the week arranging their trunks and will start over their routes within a few days. Lloyd Bryant, of the New York office, has returned to the East after spending a fortnight in the district and among relatives. Frank Challenor, also from the New York office, was here this week.

"Empire" is the name of a new heavy figured punch bowl shown by the Tarentum Glass Co. A new cone shaped vase has been named "The Senator."

G. H. Nixon, general manager of the Silicon Glass Co., who has been spending his vacation in the East, has returned to his office in the Wabash building.

Frank Lawrence, Western representative of the Fostoria Glass Co., spent a few hours here several days ago on his way to St. Louis from a visit to the offices of the company at Moundsville. He is optimistic over the outlook for business.

G. A. Patrick, of Columbus, Ga, was here last week placing orders. He was on his way to the Eastern markets.

The demand for specialties from the Oriental Glass Co. is up to normal this season. The summer resort business is in full swing, and orders from those who follow the country fairs are starting to come in. There are over 1,700 of these fairs, and the volume of souvenir glass sold through this channel is very large.

The belief is growing that more lime glass tumblers will be made in the future. The Federal Glass Co., Columbus, O., is the largest producer of this grade of tumblers in the United States. Forty blown tumbler shops are kept busy.

It is reported that Phillipsburg, Pa., may have a cut glass factory in the near future to employ fifty or sixty operatives.

Extensive repairs are being made at the Butler, Pa., plant of J. T. & A Hamilton. The stack is being torn down and the larger factory remodeled.

SALESMEN'S ASSOCIATION NOTES.

UNTIL one becomes acquainted with the members of the executive board of the Pottery, Glass and Brass Salesmen's Association, and talks with them about the work being done for the good of the members, one does not appreciate what a solid, conservative, watchful aggregation of men they are. The fact that the Association has been in existence for nineteen years and is on a substantial financial footing speaks volumes for its management. Statistics prove that the average life of an assessment order is about fifteen years. So that the Salesmen's Association has outlived the average and is on more solid ground than many older organizations.

The Salesmen should congratulate themselves that the affairs of the Association are in the hands of such able gentlemen (of whom we hope to be able to say something more specific in subsequent issues), and show their appreciation by trying to increase the membership and help the pre ident to attain the thousand mark which is his ambition. That the funds of the Association are carefully guarded, that the membership is kept clear of undesirable adherents, that insurance at a low rate may be secured, and that in the event of death absolute certainty of payment in the minimum of time is assured, are all good arguments to present to one who should by virtue of his business be one of the members, and should convince a man at once from a business standpoint that it is a good investment.

The social side of the question should not be lost sight of. It is an important one, and the wearer of the button will often realize this when on his travels. The good fellowship that exists between the members is one of the fine things of the organization.

If this should meet the eye of anyone who is hovering, let it finally decide him to send in his application for membership. If he has no blank, and will write us, we will send him one.

Time is getting short to make the necessary arrangements for the golf tournament held under the auspices of the Salesmen's Association. Several would-be participants have asked us if anything has been done about setting a date. Links have to be engaged ahead of time. Many members who live out of town would arrange to come to the city if they knew the date. There is a danger of others, who would like to participate, making engagements upon dates that will conflict. The CROCKERY AND GLASS JOURNAL will furnish the trophy as usual.

There seems to be some misundertsanding regarding the relation of the golf tournament to the Association, and in order that members may be set right we are requested to state that while the tournament is held under the auspices of the Association it is not an official event of the organization, but is run on an entirely independent financial basis. No accounting of funds, either receivable or payable, has to be made to the Association. Only those participating in the event are at all interested in its financial features.

REFERRED TO LABOR COMMITTEE.

AT an executive meeting of the United States Potters' Association held in the Monongahela House, Pittsburgh, last Friday, the sixty-nine propositions submitted to the Association by the National Brotherhood of Operative Potters were thoroughly discussed. The final disposition of the demands was left entirely in the hands of the Labor Committee of the Association. This committee consists of W. Edwards Wells, H. N. Harker, Col. John N. Taylor, Will L. Smith, T. A. McNicol, George C. Thompson, J. H. Mulheron, Moses Collear, and Frank A. Sebring.

A joint conference with a committee representing the operatives will be held either at Bedford Springs or Atlantic City starting either August 7 or 14. The present two-year wage agreement continues effective until October 1.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Competent and experienced manager for our crockery, stove and housefurnishing department. This is an important department, and the position is a good one, capable of advancement, for the right man. Address, at once, FRENCH & BASSETT, Duluth, Minn.

WANTED—A salesman for a first-class glass tableware factory. Covering New York, Ohio, part of Pennsylvania and Michigan. A young man of some experience in this line, ambitious and energetic. None other need apply. A. H. HEISEY & Co., Newark, Ohio.

FOR SALE.

WELL-ESTABLISHED and splendidly-equipped housefurnishing and china department in largest department store in Western city of 60,000. Only a small capital required. Address Box 760, this office.

FOR SALE—Modern, well-built glass factory fully equipped for manufacture of pressed and blown ware, with well-established trade in large Eastern city. Address Box 761, this office.

FOR SALE—Two-kiln yellow ware pottery in good running order, in settlement of an estate. For price and terms inquire of the CROXALL POTTERY CO., East Liverpool, O.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Théodore Haviland

Limoges.
FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices
and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312,
314. **316**, 318

AT ST. LOUIS.

HOT weather specialties in glass and china continue to be very active in this city with both the jobbing and retail trade, and there is also a fairly good demand for ware classed in the packers' category, but buyers of cut glass seem to take special care to refrain from placing orders at this time of the season. An unusual number of vacant storerooms evince general trade conditions in the Mound city; but in spite of the unfavorable local signs there is a perceptibly growing feeling of optimism among the merchants, who firmly believe that the situation generally is assuming a brighter aspect from week to week, and crockery and glass dealers are almost unanimous in the opinion that a healthy fall trade is bound to follow the broken drought of the Southwest and the encouraging reports of bumper cotton, corn and spring wheat crops.

F. Bremermann, buyer for the St. Louis Glass and Queensware Co., jobbers in bar and hotel supplies, stated that the volume of their business generally is gratifying, and while there is not a great deal of rush business concluded: "We have all we can conveniently take care of at present.

Goodman King, president of the Mermod, Jaccard & King Jewelry Co., sailed from New York last week to visit the European art centres. Rud. Niehaus, head of the art department, returned to his post this week after a two weeks' sojourn at Denver and vicinity. John Bock, buyer in the china department, will vacationize on the banks of Meramac River during a portion of August. Elm Smith, buyer of cut glass, has returned from rustic to city life as brown as a berry. Harry Dryer, buyer of silverware and cut glass, is scheduled to recuperate near a rippling brook early in Augsut.

W. S. Ford & Co. will vacate their present quarters in the Granite Building August 1, after which date they will be located at 411 North Third street, where a swell showroom has been secured to display their hotel china, glass and silverware. This firm secured the contract for china and silverware for the new "Sunset Inn," Adolphus Busch's million-dollar road house on Gravois road.

Arthur A. Blankenmeister, secretary of the Blankenmeister Glass Co., reports a fine time yanking fish out of Prior Lake, Minn., where he has secured a fine cottage in which to spend his vacation.

Prominent glass and china salesmen who called on the trade during the past few days were Geo. E. Pugh, for Mayer Pottery Co., Beaver Falls; James B. McHugh, for Steubenville Pottery Co.; Mark Donaldson, for Homer Laughlin China Co., East Liverpool; Ed. Downey, representing J. W. McCoy, Zanesville; O. C. Bugh, with Libbey Glass Co., Toledo, O.; Henry R. Shirley, representing Maddock & Miller, importers, New York; Authur L. Blackmer, of the Blackmer Cut Glass Co. New Bedford, Mass.

A. Schuchat, china buyer for the "Famous," has returned from his honeymoon, and a host of friends is showering him with congratulations.

A BOOMERANG.

THE fact that a "knock" is more often a "boost" was never more clearly demonstrated than in a little incident that happened a few weeks ago to a traveling salesman. While in the western part of Pennsylvania he had shown his goods to a large buyer, who made a list of some twelve or fifteen items that he wanted. While the order was being made out the salesman spoke of a firm which he said was cutting prices and generally demoralizing the trade. The buyer had not heard of this concern, but made a note on the blotter, and finally located it. And now this particular buyer is an exceptionally good customer of the salesman's rival. Incidentally, too, he is not buying anything from the salesman.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g July 8, '11	Corresponding period 1910	Exports Jan. 1 to July 8, '11	Corresponding period 1910
Boston	23	80	4213	4295
New York	53	75	4160	4116
Baltimore	116	...	6140	7913
Philadelphia	31	86	2669	3452
New Orleans	....	179	515	1268
Newport News	....	....	26	155
San Francisco	....	....	172	...
Portland (Me.)	....	....	545	1029
Galveston	52	....	541	669
Portland (Or.)	....		....	....
Inland Points	....	20	877	1365
Total	275	440	19858	24262

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g July 8, '11	Corresponding period 1910	Exports Jan. 1 to July 8, '11	Corresponding period 1910
New York	53	75	3949	3948
Boston	23	49	4154	3906
Philadelphia	31	86	2645	2953
Baltimore	116	....	6135	7966
San Francisco			145	....
New Orleans	....	179	464	943
Portland (Me.)	....	....	389	591
Galveston	52	....	541	1130
Newport News	....	....	26	155
Portland (Or.)	....	....	....	30
Inland Points		20	238	1116
Total	275	409	18686	22738

CROCKERY & GLASS JOURNAL

NEW YORK, AUG. 3, 1911

PRESSED GLASS MANUFACTURE.

By A. J. SMITH,
President McKee Glass Co., Jeannette, Pa.

THE manufacture of pressed glassware was first introduced into this country about the beginning of the nineteenth century. Previous to this time there were glass industries in the New England States, but the glass was all blown off-hand and the production was very small. The kind of glass used by the old industries was lead glass. This metal is very expensive, and is now used in the manufacture of high grade cut glass.

It was not until lime glass became successful as a batch that pressed glassware became general, and then its manufacture centered in the Pittsburgh district because of the execellent facilities afforded.

From the introduction of pressing the glass in molds until 1850 the few manufacturers who had been making the glass had been discouraged and disheartened until this feeling turned to enthusiasm because of the progress that had been made by American workmen. The pressed tableware made in this country at the present time is the finest product in the world.

The old type of furnaces used in melting glass were fired with coal and by direct draft, and some manufacturers are still getting good results from this type of furnace. When natural gas was discovered it supplanted the direct coal fire; but now gas has become so expensive as a fuel that regenerative furnaces and gas producers are used to lessen the fuel cost in manufacturing.

The regenerative furnace is the best and cheapest melting furnace to-day. The gas and air are mixed and taken into a checker-work system of flues, which lead to the eye of the furnace. There are two systems of flues, and the draft is reversed every twenty minutes; the heat which has been circulating through one system of flues is brought back and used again; hence the name "regenerative." Gas producers are used where natural gas is unavailable, and the gas and air are used in the same way only in slightly different proportions.

The heat energy in one pound of bituminous coal is equivalent to two and one-half feet of natural gas, or about eighty pounds of coal are equivalent to 1,000 feet of natural gas; and with a cost of from twenty-five cents to thirty cents per ton for handling and gasifying the coal the following table gives the comparative cost of producer gas at different prices of coal per ton:

Cost of one ton of coal.....	75c	1.00	1.25	1.50	1.75	2.00
Value of 1,000 ft nat gas..	5¼c	6½c	7¾c	9c	10¼c	11½c

It takes from twenty-four to twenty-six hours to melt glass in a furnace with a required heat on the inside of the furnace of about 2,700 degrees Fahr. This makes the temperature on the inside of the pots or crucibles, which are set in the arches of the furnaces, about 2,000 degrees.

The mold department of a pressed tableware factory is one of the most important about the plant, because of its maintenance and skilled labor cost. Before making a mold a plaster model is designed and cut out; then the castings are turned and jointed, and the pattern marked out on the mold and chipped out by hand. The molds are made in two, four and six parts, so that they may be opened to take out the piece of glass when pressed. The figure which is chipped in the mold must be very sharp and hard, so that it will not burn out quickly by the constant working of the hot metal upon the iron. Special attention must be given to jointing the molds, so that the expansion of the iron when heated will not show the mark on the glass, which in some cases is impossible to eliminate.

The presses in the factory are the machines upon which the molds are worked. The plunger of the mold is fixed to a sliding clutch which is moved up and down by a lever on two uprights from the press plate. Then the mold must be set on the press plate so that it will exactly receive the plunger.

The glass is gathered from the pot on the end of a punty, or rod, and dropped into the mold and sheared off by the presser, who then pulls the lever and molds the glass. The mold is then opened and the piece taken out and cooled by air so that it will hold its shape The piece of glass is then attached to the end of a rod with a "snap," and put into a small finishing furnace, which polishes off the sharp edges and makes the glass more brilliant.

From the finishing furnace it is taken into the

lehrs, or annealing ovens, and gradually cooled by being drawn through about seventy-five feet of these annealing ovens to the lehr room.

The glassware is here sorted, counted and wrapped, and that which has to be ground and polished is then sent to the cutting shop.

Items of glassware which are not packed in straight barrels are stored away in bins, from which assorted packages are collected and packed.

The goods when packed are taken to the shipping room, marked, and loaded into cars.

[*The next article in this series will be "The Pressed Glass Situation" by Victor G. Wicke, General Manager of the Imperial Glass Co., Bellaire, O.*]



PRESSED GLASSWARE BY THE McKEE GLASS CO.

THE CONDITION OF BUSINESS.

New York. The arrival of some prominent buyers this week gave an encouraging little boost to business. The orders placed so far have not been large, as the visitors are taking time to inspect the market. Mail orders have increased materially, and the travelers on the road have done as well as could be expected. The majority of them took no samples, but are making social visits with a view of noting the prospects for the fall.

The near approach of the National Household Show has undoubtedly kept away many buyers who would otherwise have been here this week. A large influx of those who buy crockery, glass and house-furnishings is looked forward to then, and they may be sure of a cordial reception both at Madison Square Garden and in the warerooms. Preparations have been made to take care of all who come to New York.

The situation at the factories looks a little better. In the glass end most of the difficulties with the men have been amicably adjusted, concessions having been made on both sides. The potters will be in session at Atlantic City next week and are hopeful that everything will be made straight and clear, and business not interrupted.

Retail trade seems to be exceedingly quiet everywhere, except at the summer resorts. August is the great vacation month, and the buying public is certainly conspicuous by its absence in the larger cities. The stay-at-homes are not the spenders in the crockery line during the warmer months.

The outlook for the future remains bright. Conditions have not changed since our last issue, except for the better, a notable feature being that the railroads report a large decrease in idle cars.

East Liverpool and Vicinity. Orders are a little more generous with the Western pottery manufacturers, and the salesmen who started on the road within the last fortnight are being heard from. A fair amount of business is being received for im-

mediate shipment, although some orders call for September delivery. The better grades of dinnerware are in demand

Pittsburgh and Vicinity.

Fall orders have started to come to the glass manufacturers for about all lines—pressed, blown and lighting. Tableware is moving a little better, while blown goods are going as fast as ever. Lighting glass is also taking on a new lease of life, and some good business is being booked. All are anticipating an active season.

NATIONAL HOUSEHOLD SHOW.

BELOW will be found a complete list of those exhibitors who have so far taken space at the National Household Show to be held at Madison Square Garden August 19-26:

	No. of Booth
Adams & Elting, 247 Pearl st., New York, Hypol polishes	40
Atkins Co., 502 West 25th st., Specialties	32
Aluminum Cooking Utensil Co., 99 John st, Cooking utensils	137
Alca Vacuum Cleaner Co., 364 West 50th st., Vacuum cleaners	76
Abels & Co., 460 West Broadway, Easels	2
American Natural Fern Co., New York city	74
George Borgfeldt & Co., 16th st and Irving pl., Specialties, Enamel ware	24
W. G. Browne Mfg. Co., Kingston, N. Y., Hardware specialties	162
Bawo & Dotter, 26 Barclay st., Housefurnishings and Chinaware	7,8
Bliss & Drake, Newark, N. J., Smoothing irons	50
Benton-Holloday Co., 254 West 31st st., Specialties	159
Bing Bros, 381 4th ave., Toys and Specialties.	83
Brush Mop Co., 73 Wooster st., Mops	148
Buffalo Pottery, Buffalo, N. Y	133,164
Bates & Ledden, 65 West Broadway.	133,164
Central Flatiron Mfg. Co, Binghamton, N. Y. Gas heated sad irons	39
Connolly Mfg. Co., 123 Liberty st., Household specialties	30
Channell Chemical Co, 1534 West Lake st., Chicago., Mops and Specialties.	97
Cassady-Fairbank Mfg Co., Chicago, Hardware and Household sp cialties	5,6
Curt Courant, 475 Broadway, water filters	18
Dunlap Mfg. Co., Bloomington, Ill., "Oil of Gladness" Mops, Dust cloths, etc	34
"Dry Goods Economist," 231 West 39th st., Publication	43,44
Dover Mfg. Co., Canal Dover, O., sad irons	21
K. H. Dalkranian & Sons, 50 Broadway, Oriental rugs	42
Duntley Mfg. Co, 202 Fifth ave., Vacuum cleaners	122
Economy Tumbler Co., Morgantown, W. Va., Glassware	28,29
Max Englander, Bush Terminal Bldg., Brooklyn, Spring and Iron beds	151
"Evening Mail," 203 Broadway, Newspaper	41
Engelman Bros., 64 East 100th st, Novelties	140
Gold Mfg. Co, 112 West 42d st, Slidewell castors	136
Guernsey Earthenware Co., Cambridge, Ohio, White and brown cooking ware	134, 63
Hydro Vacuum Cleaner Co., 885 Niagara st., Buffalo, vacuum cleaners	28,29
"House Furnishing Review," 253 Broadway, publication	35,36,37
Huott Publishing Co, 395 Fourth ave, publication	10,11
Haviland & Abbot Co., 29 Barclay st., Limoges china	8,9
Hamilton Sales Agency, Boston, kitchen novelties	131
Headley & Farmer, Newark, N. J., sweeping compound	117
Howard Dustless Duster Co., Boston	116
Heron Mfg. Co., Utica, N. Y	33
Harpoon Castor Co, 12 East 33th st., castors.	14
"Iron Age Hardware," 231 West 39th st, publication	43,44
A R. Justice Co., Philadelphia, specialties	170
Thomas G Jones, 25 West Broadway, glassware	28,29
H. G. Kotten Co., 30 Church st., suction cleaners	168
Koscherak Bros, 29 Park pl., china and glass specialties	74
Max Kaufman, 106 Broadway, Brooklyn, easels and hangers	17
The L. L. Kesner Co., 108 Chambers st, duplex fireless cookers	49
Emil Kupfer, 65 West Broadway, cut glass	115
Little Giant Co., Philadelphia, gas irons	100
George C. Lynch Co., 333 Fourth ave, art hammered brass goods and lamps	12,13
L H Mace & Co, 111 East Houston st, refrigerators and toys	174,175
Monarch Vacuum Cleaner Co, 1151 Broadway, vacuum cleaners	161
Matthews-Richardson Co, 93 Water st, domes of silence	38
Manson-Campbell Co, 229 West 42d st, fireless cookers	141,157
A Moses, Sons & Co, 73 Wooster st, sponges and mops	148
Moore Push Pin Co, Philadelphia, devices for hanging up everything	4

Milton Chemical Co, 367 Atlantic ave, Boston, dustless mops, etc..... 3
McKee Glass Co, Jeannette, Pa, glassware.... 28 29
F H Mills, 97 Warren st, hardware specialties. 5,6
J W McCoy Pottery Co, Roseville, O, jardinieres and fancy pottery 16
Montauk Sanitary Improvement Co, New York, garbage closet..... 2
A R Marryatt, 32 Park pl, cut glass 112

Nugget Polish Co, 299 Broadway, polishes 73
"National 5, 10 and 25c Magazine," 104 Greene st, publication.... 60
New England Enameling Co, 752 Broadway...

The D T Owen Co, 34 East 23d st, "Daven-O" 105,106
O'Gorman Publishing Co, 76 Park pl, publication..... 129,169

Pioneer Cut Glass Co, Carbondale, cut glass.. 112
Pease Piano Co, 128 West 42d st, pianos. 107,108
Perfected Mantel Co, 1777 Broadway, gas appliances..... 158
Pennsylvania Glass Co, Pittsburgh, glassware. 16
F J Parks, 302 East 27th st, Barnard double vegetable cooker..... 90

Rosenfield Mfg Co, 585 Hudson st, vacuum cleaners..... 82
Reddan-Brown, 25 West Broadway, advertising agents..... 104
Robinson Baking Tester Co, 15 Old Broadway, baking tester..... 2
Reed Glass Specialty Co, 25 West Broadway, Economy towel rod..... 16

Springfield Specialty Co, Springfield, Mass, kitchen utensils..... 38
Star Co ("N Y American"), 2 Duane st, newspaper.....86,87,125,126
L Straus & Sons, 46 Warren st, specialties 95,96,118,119
Stewart & Crocker, 68 West Broadway, cut glass and specialties..... 99,115
Sealy Mattress Co, Sugarland, Tex, mattresses 166
F A O Schwartz, 303 Fifth ave, toys..... 83

Otto Thurnauer, 19 East 21st st, specialties... 93,94
Twentieth Century Vacuum Cleaner Co, 165 West 34th st, vacuum cleaners 72
Taylor Nursery Bed Co, 5 E 23d st, baby beds 167
Traut & Hine, New Britain, Conn, specialties. 138
Twentieth Century Mfg Co, Newark, N J, lamps..... 54

Utopian Silver Deposit and Novelty Co, 54 W 22d st, silver deposit..... 75

Velox Polish Mfg Co, 1019 Washington ave, polishes 31
George G Veness Mfg Co, Cincinnati, household specialties..... 130

Whittemore & Jaques, 92 West Broadway, CROCKERY AND GLASS JOURNAL'S information bureau..... .....139 159,160
William Warrin, 25 West Broadway, specialties 16
West End Pottery Co, East Liverpool, dinnerware and fruit jar fillers 16
White Lily Mfg Co, Davenport, Ia, washing machines.... 26
Weinthraub Mfg Co, 27 Bleecker st, brass goods and lamps.....84,85,127,128

There are still some good spaces left, but every day sees additions to the list of exhibitors, and early application should be made by those who wish to be included.

AT BOSTON.

ONE who holds a leading position in the foremost rank of jardiniere specialists is Paul M. Phillips, manager of the New England offices of S. A. Weller, Zanesville, O. Mr. Phillips has spent practically his whole business career in the manufacturing and distribution of jardinieres and other products of the Weller factories, and the scope of his travels has embraced the entire country. It was fourteen years ago that Mr. Phillips started his initial trip through the Middle West, his successive trips covering not only that territory, but including visits to the Pacific coast as well. In 1901 the New England territory was added to his itinerary, and in 1903 Mr. Phillips made his headquarters here. On the demise of Mr. Thomas, then Boston manager, Mr. Phillips was placed in charge, and he has filled the position with great credit ever since. Baseball is the only sport that he cares for, and he occasionally manages to see the best league teams play. He is a Knight Templar.

Joseph Voyer, owning a department store at Lewiston, Me., paid his respects to the trade last week.

Julius I. Baer, of Louis Wolf & Co., is stopping at Nantasket Beach for the summer. Week-ends, however, find him at Old Orchard Beach, Me.

Miss Gertrude Murphy, of the Boston office of the United States Glass Co., is spending her vacation at her home in Nova Scotia.

The United Commercial Travelers held an outing at Riverside Saturday. Quite a few of the glass and crockery fraternity belong to the order, and the trade was well represented there.

Frank J. Chase, of Chase & Francis, has departed on a month's automobile tour of the White Mountains.

Business about town does not seem to be any too startling. Returning travelers give out optimistic re-

ports, however. In the retail end special sales are being featured, although it is reported that the public is not buying heavily.

Geo. W. Beals has returned from a trip South as far as Washington and also covered some of the larger New England spots. He says he booked some good business.

W. A. Purington, with Harry B. Hollis (Cambridge Glass Co.) has just been up through New Hampshire, and his reports anent business are very encouraging.

George Alden, Brockton; Mr. Bigelow, with W. G. Brown Co., Gloucester; Joseph J. Donovan, buyer for Robertson-Southerland Co., Lawrence; and Charles Smith, with Brown-Thomson & Co., were among the visiting buyers here this week.

L. A. Fletcher has returned from Pittsburgh and vicinity, where he visited the factories he represents —the Duncan & Miller Glass Co. and the Central Glass Works.

J. H. Cecil Watson, manager art department of Bigelow, Kennard & Co., has returned from his vacation.

James J. Hanning, china buyer for the Jordan-Marsh Co., left Monday night for a fortnight's vaca- at Chichester, N. H. C. J. Robinson, glass buyer, is planning to depart for a two weeks' tour of the White Mountains. S. M. Averill, lamp buyer, is expected to return trom his journey abroad the end of this week, when Phillip Sheridan, his assistant, goes on his vacation.

Miss Mae Goodwin, glass buyer for the R. H. White Co., is planning a recreative absence from Boston beginning the coming Saturday.

John J. Curry, china buyer for Houghton & Dutton, has leased a cottage at Hough's Neck (on the South Shore) for the balance of the summer. Mr. Curry commutes daily, and on August 22 will take a vacation until after Labor Day.

S. T. Lee, crockery and glass dealer, New Bed ford, has leased a larger store at 973 South Water street, which he expects to occupy September 15 This will increase his floor space four times and give him very handsome quarters.

The "J. J," membership increases, the seventh member to apply for the degrees being J. J. Dunn, of the Pittsburgh Lamp, Brass and Glass Co.

The Dorchester Pottery Co. are erecting an iron, brick and terra cotta structure around their latest kiln which will add considerably to the facilities of their already well equipped plant. George Henderson, owner, says that trade is good at present, and that he expects a brisk business for the balance of the season.

RECOVERED INTACT.

THE two men, Neal Driscoll and Jack Rhinehart, arrested for stealing the formula from Louis Kessmyer, of the Haskins Glass Co., Martin's Ferry, O., valued at $25,000, were discharged after they had made affidavit to the effect that they had not sold, given away, copied or revealed its contents.

The book, intact, was returned to the Haskins company, and the company was satisfied the men had not sold the formula. In fact, it would be almost impossible to translate the formula, as Superintendent Kessmyer had written it in from two to four languages, and the figures were so arranged that no one but the writer could make them out.

The object of getting the men to sign the affidavit was that if they had disposed of any of the contents they could be arrested for perjury.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g July 15 '11	Corresponding period 1910	Exports Jan. 1 to July 15. '11	Corresponding period 1910
Boston	149	205	4362	4500
New York	38	107	4198	4223
Baltimore	140	.	6280	7913
Philadelphia	73	00	2742	3552
New Orleans	71	8	586	1276
Newport News	....	....	26	155
San Francisco	59	....	231	
Portland (Me.)	....	....	545	1029
Galveston	....	....	541	669
Portland (Or.)	....			
Inland Points	....	....	877	1365
Total	530	420	20388	24682

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g July 15, '11	Corresponding period 1910	Exports Jan 1 to July 15, '11	Corresponding period 1910
New York	39	105	3988	4053
Boston	149	202	4303	4108
Philadelphia	75	83	2720	3036
Baltimore	140	....	6275	7966
San Francisco	59	....	204	....
New Orleans	41		535	943
Portland (Me.)	....	....	389	591
Galveston	....	....	541	1130
Newport News	...	....	26	155
Portland (Or.)	....	....	.....	30
Inland Points			238	1116
Total	533	390	19219	23128

The New York Crockery and Glass District.

AFTER so many weeks of quietude it is refreshing to see buyers in the warerooms. They are coming in now by every train; and that they are not here just for pleasure is evidenced by the very satisfactory orders which most of them are placing. The list this week includes some very prominent purchasers who always come at this time of the year and are welcome not only because of the orders they place but on account of their personalities.

Bawo & Dotter call attention to a line of brushed brass vases. These goods are particularly fine in finish, stand fifteen inches high, and are new in design. They are offered at the remarkably small price of $8. per dozen net. By buying an immense quantity they were enabled to get them at a price which permits the sale at the figure mentioned. Dealers are requested to send in their orders at once, as the quantity, though large, is not sufficient to supply everybody.

You will not believe it, perhaps, but July was not a hot month. At least, that's what the United States Weather Bureau says. It is admitted that the first fourteen days were much above the average, but the rest of the month brought that down so that the mean temperature was only 1.5 degrees above the average for forty years. It was also a dry month, in spite of the heavy thunderstorms, the rainfall being three inches less than usual.

Haviland & Co., importers of fine china, who several months ago purchased a plot in Thirty-sixth street with an outlet to Thirty-seventh street a short distance east of Fifth avenue, are said to have increased their holdings on the latter street. Just how much the firm has added to its initial purchase could not be learned. At the office of the concern in Barclay street it was said that Mr. Haviland and his son were in France, and his attorney, Mr. Hoguet, refused to say anything about the report. The property said to have just been acquired consists of the three houses to the east, 12, 14 and 16. This would square the firm's plot, giving it 100 feet on each street. Good progress is being made on the excavation for the new building, and unless unforseen circumstances arise the firm hopes to be in occupation by January 1.

Instead of enjoying a vacation at the seashore, Richard Kohn, cut glass sales agent, spends his time visiting a physician, having in some mysterious way contracted blood poisoning in his arm.

Edward Miller & Co. have their fall line of lamps ready for buyers, and in all their history have never made such a display. The designs are remarkably good, and the workmanship all that could be asked. New York will probably be crowded with buyers for the next few weeks, and the time that they will spend in investigating this line of lamps will more than repay them, as these goods must really be seen to be appreciated. For originality, variety and quality in popular-priced goods the display has never been excelled.

The new awnings that shade William Dealing's showrooms are a decided improvement.

It is with regret that the trade notes the decision of the Royal Copenhagen Porcelain Co. to give up its showroom at 25 West Broadway, and Emil Bronnum's courteous personality will be missed by those who have dealt with him. Hereafter the goods may be seen at West Thirty-third street, opposite the Waldorf. Mr. Bronnum will make trips to this country from Denmark once or twice a year with the goods of the company.

Arthur F. Pohlmann, with Daniels & Fisher Stores Co., ran into town this week on one of his regular midsummer trips. He is always welcome, because it is a pleasure to do business with one who

understands his vocation—knows what he wants, and how much he wants of it. He takes pains to visit the different houses, whether he buys or not; so that he is throughly posted on all there is in the market.

S. A. Weller's wareroom is now in apple-pie order and old customers will scarcely recognize the place. The new goods are all ready, and make a fine showing.

The West End Pottery Co. has sent samples of its new "Puritan" shape to William Warrin, 25 West Broadway. The design is in good taste, and the shape is a radical departure from anything that this concern has hitherto attempted.

E. W. Hammond has recently taken the New York agency of the Niagara Cut Glass Co., Buffalo. The patterns of this concern are quite original, one of them in particular having a kind of a ribbon effect entirely different from anything on the market.

AT PITTSBURGH.

THE Pittsburgh sample rooms of Bawo & Dotter are being rearranged. New lines of cut and etched glass are being added, and new samples of fancy goods are being received almost daily from the New York office. Frank Zoellig, who was in charge of this branch, will hearafter travel out of the New York office. Ben Pritchard, the former well-known glass salesman, is now holding the fort.

Hugh Nevin, Eastern salesman for the Knowles, Taylor & Knowles Co., East Liverpool, opened at the Ft. Pitt Hotel Monday.

Charles Israel was in the district showing the lines of the Meriden Cut Glass Co.

After remaining at the Ft. Pitt Hotel for several days, Thomas Copperstone, with the Vodrey Pottery Co., East Liverpool, started on his Western trip, which will continue several months.

Brewster P. Kinney, a son of George Kinney, and head of the Kinney Mfg. Co., Cleveland, made his headquarters at the Pittsburgh sample rooms of Kinney & Levan and showed a new line of brass goods. Hereafter a complete sample line of these goods will be on display here. W. W. Lang completed the rearrangement of the showroom this week, and many new lines have been added. Particular attention has been given to the lighting goods and fixtures, the latter being the manufacture of this concern. The Japanese line is the largest ever shown here.

Charles Ellis will be in charge of the display of the George H. Bowman Co. at the Monongahela House next week. China, glass, toys, dolls and kindred lines will comprise the exhibit, which will continue throughout August.

Charles G. Magee stopped over here for a few days on his return from a Western trip for Bawo & Dotter.

E. A. Nelker was at the Hotel Anderson displaying a complete line of dolls and toys from Berry Bros. & Fresch, Baltimore.

Henry Shirley, showing the lines of Maddock & Miller, was at the Hotel Henry, as was also Arthur Blackmer, with the Blackmer Cut Glass Co.'s samples.

AT ST. LOUIS.

RETAIL trading was somewhat tame during the past ten days, and reports from Kansas City indicate that it has also seen periods when trade conditions were better by far than they have been this summer.

* *

Chas. Lange, of the Lange China and Glass Co, accompanied by his family, left this week to spend his vacation in the Great Lakes region. Geo. Lange, of the same firm, has returned from an outing at King's Lake, Mo.

* *

Traveling salesmen say that while they are booking some business, they could take care of considerably more than is coming their way.

* *

Mr. Fried, cut glass buyer of the Grand Leader department store, is away on an extended vacation trip. He is scheduled to return in September.

* *

The following knights of the grip were quartered at the Southern Hotel early this week: E. E Wilgus, of the Buffalo Pottery; F. W. Ebbling of Ebbling & Reuss, Philadelphia; A. E. Klehm, of the Vodrey Pottery Co., and E. C. Roberts, representing S. A Weller. Mr. Roberts departed for Cincinnati late this week. Mr. Klehm is moving up through Illinois. Mr. Wilgus made a long jump from here to Boston.

* *

J. W. Boston, head of the "Famous" housefurnishing department, together with Mrs. Boston, left the Mound City to combine business with pleasure in Toledo, Cleveland, and New York.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 3, 1911.

THE BUYER'S FOE.

A GLARING instance of how a merchandise man can hurt the business of his firm while endeavoring to obey orders and keep down stock occurred in Chicago recently. A traveling salesman called on a certain buyer and obtained an order amounting to $300. He could not get the order confirmed at the time, but was told that it would be forwarded within a week. It never came. Six weeks later, when he called again, the buyer asked: "When are my goods coming?"

"I have no order from you," returned the salesman. "I did not get the confirmation, as you promised"

"Did you send the order forward?"

"No; we do not send orders forward unless we have the confirmation."

"I have sold $100 worth of those goods" said the buyer, "and the customer has pestered the life out of me on acconnt of their non-arrival. Yesterday I was compelled to send her to the head of the firm to pacify her. I wish you would explain to him why my goods have not come."

Together they called on the head of the house, the story was told, and the merchandise man was sent for. When asked why he did not confirm the order he said that he had obeyed instructions to reduce stock. The merchant then asked the salesman how soon the goods could be obtained, and, the time being given, iustructed the buyer to make out an order for what was absolutely necessary, and have it confirmed.

When the salesman returned the next day the merchandise man came into the department with the order in his hand and turning to the buyer said: "You must get along with half this quantity."

The buyer informed him that $100 worth of the goods were already sold and awaiting delivery, and that the balance, which would complete the stock, would enable him to to move it all.

The merchandise man replied: "It is half or nothing."

"But you were told," contended the buyer, "to confirm an order for the goods I absolutely needed, and I need every dollar's worth set down."

"It is half or nothing," repeated the merchandise man.

"But I cannot get along with half."

"Then it is nothing," said his superior, and tore up the order.

"How about the goods I have sold?" asked the buyer.

"Sell the lady something else," was the reply, and he turned on his heel and walked away.

Is it any wonder that the crockery departments in some stores fail of success? A check must be placed on indiscriminate purchasing, of course; but where a buyer is competent to run a department he at least should have the privilege of ordering goods that have already been sold without the interference of an ignoramus.

PERSONAL.

THE Manes family evidently believes in cleanliness. At a fancy dress affair in the Asbury Park hotel at which they are stopping P. R. and W. M. Manes impersonated the "Gold Dust Twins," with Mrs. P. R. Manes as "Old Dutch Cleanser." The boys carried off first prize in their class, and Mrs. Manes in hers. W. M. is with Leo Schlesinger & Co. and P. R. is with B F. Drakenfeld & Co.

J. Bolland, of the J. Bolland Jewelry Co, St. Louis, Mo., was making purchases in the District this week.

L. Phillip Martin, general manager of the Lancaster (O.) Glass Co., was in town Monday visiting his representative, Warren H. Dunn. Mr. Martin is the son of L. B. Martin, president of the company.

Robert G. Carew, vice president of the Mabley & Carew Co., Cincinnati, leaves for Europe August 5 on an extensive tour during which he will visit the principals markets of England, France, Germany and

Switzerland. Combining pleasure with business, he will spend some weeks at Interlaken, and expects to return to Cincinnati about the latter part of September.

⚜

David Fisher, with the New Martinsville (W. Va.) Glass Co., was in town the early part of this week calling upon Theodore Franklin, his New York representative, and many of his friends in the District. He said that business in tableware was very good.

⚜

A representative of the Albert Gall Co., Indianapolis, was in town this week buying.

⚜

Jacob Steinbach, of Long Branch, N. J., paid a visit to the District this week. It is some time since Mr. Steinbach honored the sales agencies with his presence, as his son usually does the buying, and his old friends welcomed him royally. Mr. Steinbach is a remarkably active man for his years.

⚜

E. D. Terry, of the Phoenix Glass Co., is on a trip up New York State and sending in excellent orders.

⚜

Mr. Jones, with the Co-operative Furniture and Crockery Co., Danbury, Conn., who was buying in the District this week, says that retail business is very good in his town.

⚜

A. H. Heisey was in town this week for a day or so, and left on Wednesday.

⚜

Robert R. Duffin, who covers the Middle West for Morimura Bros., leaves on the 7th with samples of stock for immediate delivery and import samples for the spring of 1912. A. E. Soules, who covers the entire South, will leave on the 9th with a similar line.

⚜

W. J. Kettle, formerly in the china importing business, but now making buttons and novelties, has added to his lines silver deposit ware. Associated with him is Fred Lindebaum, formerly of the New York Silver Deposit Co., as manager. Mr. Kettle has put two new representatives on the road, and they are turning in such good orders that he is busy all the time.

⚜

Mr. Sanford, of the Pettis Dry Goods Co., Minneapolis, placed liberal orders for china, glassware and lamps during the week.

⚜

Information has been received from France to the effect that Adolph Paroutaud, formerly of Paroutaud & Watson, but who is now manufacturing in Limoges, is recovering from a severe illness. He had an attack of appendicitis, and at one time was in a very dangerous condition. At last advices he was slowly recovering.

⚜

Senator O. H. Brown paid another visit to the District the latter end of last week to select goods for his Spring Lake store.

⚜

F. E. Bermas is back at his desk after a successful trip to Europe for Cox & Lafferty.

⚜

Charles I. Saylor, buyer for A. Weist's Sons, York, Pa., was a visitor to the District last week, and made many purchases of glassware, etc.

⚜

F. W. Reichenbacher has returned from his vacation much benefited in health and fit to take all orders that can be fired at him.

⚜

J. H. Snarr, with the Spokane Dry Goods Co., Spokane, Wash. is spending a few days in New York with his wife and Miss Anderson, one of the assistant buyers, and is making his business headquarters at 225 Fourth avenue. He says that business in Spokane is booming, and backs up his statement by placing liberal orders.

⚜

Geo. L. Hooley, with W. C. Leonard & Co., Saranac Lake, N. Y., was one of the week's visitors.

⚜

Geo. F. Mackey, who is summering on the Sound, writes that he landed an eleven-pound lobster on Tuesday and on going ashore a lady pointed out another weighing about 150 pounds and wearing open work pink stockings, a purple shirt, green tie, and a straw hat with parti-colored ribbons. George says he is getting lazy doing nothing, and is anxious for the time when he can get busy selling pots.

⚜

James H. Ackley, of the Ackley China Co., Poughkeepsie, was buying china, glass, lamps, etc., this week.

⚜

Robert Slimmon is on the high seas headed for home, having left England on the "Carmania" August 1.

⚜

Harry S. Clarke is home from his vacation, which, as usual, was spent in the Adirondacks.

⚜

J. M. Davis, Montgomery, Ala., who is buying here this week, says that the prospects in his section

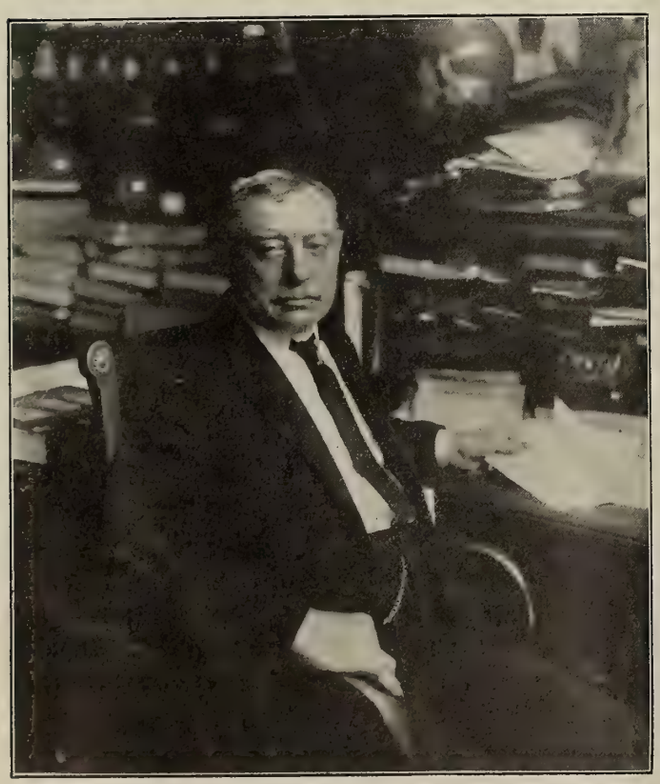
are more than excellent, as the crops are unusually good.

B. H. Sebring, treasurer of the French China Co., Sebring, O , is in town, registered at the Imperial.

SALESMEN'S ASSOCIATION NOTES.

THE oldest member of the Board of Management of the Pottery, Glass and Brass Salesmen's Association, from the point of long continuous service, is John Nixon. He was one of the thirty that attended the banquet at Schuman & Pidgeon's on Thursday, January 7, 1892, when the Association was launched. Six of those present on that occasion are no longer living.

In the year 1895 Mr. Nixon was appointed treasurer, which office he held until 1898, after which he



JOHN NIXON.

was elected president, and served two terms. Since that time Mr. Nixon has always been on the Board of Management, and is one of the active and faithful attendants at all meetings During his term of office as president the present method of voting for the officers by ballot was instituted. This is one of the most important features introduced into the Association, and to the best of our knowledge ever since this rule went into existence with one exception Mr. Nixon has polled the largest vote He has always been a worker, and stands high on the list as sponsor for new members. It is such men as Mr. Nixon who by unselfish work and perseverance have brought the Association to its present high standing.

The auditing committee, consistingof A. A. Bean and William Magee, went over the accounts last Thursday and found that the reserve fund at the end of the year amounted to $7,661. The benefit fund is above the necessary mark of $1,500; so that there is over $9,000 in the treasury. All of which bears out the statement in our last issue that the Association is in a very prosperous condition.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; , lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

V M Smith, with Carter Dry Goods Co, t, Louisville, Ky. 43 Leonard.

A M Nordland, c, g, and H J Todd, hf, with L S Donaldson & Co, c, g, Minneapolis. 2 Walker.

J W Boston, with Famous, hf, St Louis. 4 Washington place.

A Heper, with W Barr D G Co, hf, St Louis. 4 Washington place.

Miss E M Brennan, with A M Rothschild & Co, c, g, Chicago. 215 Fourth avenue.

A F Pohlmann, with Daniels & Fisher Stores, Co, hf, t, Denver. 56 Worth.

C W Sproules, with J Shillito Co, c, Cincinnati. 346 Broadway.

F M Taylor, with Maison Blanche, c, New Orleans. 43 Leonard.

G W Moore, with Hale Bros c, San Francisco 395 Broadway.

O W Watson, with Daniels & Fisher Stores Co, t, Denver. 56 Worth.

Miss J Armstrong, with Hochschild, Kohn & Co, s, Baltimore. 31 Union Square.

R W Freyschlag, of Webb, Freyschlag Merc Co, t, Kansas City, Mo. 350 Broadway.

E A Ernst, with H & S Pogue Co, c, g, Cincinnati. York.

Mr Mummy, with Jamieson Housefurnishing Co, hf, Trinidad. 320 Church.

W D Sanford, with Pettis D G Co, c, g, Indianapolis. 2 Walker.

Miss F A Buttery, c, Havre, Mont.

H L Chase, c, Cedar Falls, Iowa.

C J Weichel, with Panton & White Co, hf, t, c, Duluth. 45 East Seventeenth.

W K Cottrell, with C K Whitner & Co, hf, c, Reading. Victoria.

Geo Hooley, with W C Leonard & Co, c, Saranac Lake, N Y.

R Rees, with Coulter D G Co, s, Los Angeles, Cal. 69 Fifth avenue.

Miss K Sullivan, with E W Edwards & Son, s, Syracuse, N Y. Victoria.

AT CHICAGO.

WHILE Miss E. M. Brennan is in New York buying stock for the crockery department of the Rothschild store Miss M. Mortimer is in charge.

Miss Mann, of the glass department of the Marshall Field Co store, has returned from a buying tour of the Eastern glass producing centres and reports securing some very attractive new designs.

After flailing the trout streams of Wisconsin to a standstill for two weeks, Ira A. Jones has eventually found his way back to Chicago.

Western Sales Manager Duncan O. Welty of the Philadelphia house of Gillinder & Sons landed a nice contract for his line of lighting fixture glass from the Rothschild department store.

Among the cut glass salesmen at the Palmer House were Fred J Classen, for the Quaker City Co.; F L Morecroft, with Ideal Co., Syracuse, N. Y.; F Scheisler, with Pioneer Co., Carbondale, Pa.; Thos B Campbell, Brooklyn, N. Y; L E Smith, of L E Smith Co., Mt. Pleasant, Pa.

Buyer P. G. Rinken, of the Boston Store, will start for New York next Saturday to buy china and glass. From there he continues on his buying tour through the manufacturing districts of Pennsylvania and Ohio, and will probably give two or three weeks' time to the work. James Lyons is in charge till Mr Rinken returns.

W. F. Ellisson, of the Cook Pottery Co , Trenton, was showing his samples at the Palmer House, chiefly to premium goods men.

Buyer William H. Fergus of the housefurnishings department of the Boston Store starts for New York Saturday next to buy goods. From there he goes to Boston for a few days and thence to Pittsburg on the way back by way of Cleveland, at all of which places he will look over the new offerings in his line before placing his annual orders James Walters will look after the department in his absence.

Sales Manager Walter Andrews of the United Glass Co. has returned from his outing in northern Iowa, near Spear Lake.

Joe C. Davis is still at the Palmer House showing the Smith-Phillips China Co. lines of tableware from East Liverpool and reports gratifying success in landing orders in the Chicago district.

With quite a line of premium goods the H. R. Wyllie China Co. of West Virginia has entered the Chicago market and will handle the trade from the factory at Huntington until a showroom here can be located and a sales force organized to cover the district.

Buyer J. Gill of the crockery department of Mandel Brothers has just returned from an outing in rural Indiana and will soon start East on a buying expedition.

Salesrooms at 156 W. Lake street have been opened by the Japanese firm of Takito, Ogawa & Co. The Chicago trade is being worked by J. H. Rauser.

Among the visiting buyers this week were P A Tharaldson, Phoenix, Ariz.; M Strauss, Columbus, Ga.; G W Mead, Grand Rapids, Mich.; H C Hardin, Atlanta, Ga.; A W Cunningham, Sterling, Ill.; C W Graaf, Luverne, Minn.; F Moltz, Alexis, Ill.; C Panker, Harrisburg, Ill.; J A Cohen, Grand Rapids, Mich ; W P White, Henderson, Tex.; A N Humphreys, Cody, Wyo.; F Horack, Brainered, Neb.; C Holland, Cody, Wyo.; R L Nixon, Marrina, Ark ; T S Richards, Fairview, Tex ; L Lechenger, Houston, Tex.; F Segal, Washburn, Wis.

OBITUARY.

FREDERICK LOESER, founder and former head of Frederick Loeser & Co., Brooklyn, whose death was reported July 31 in Stuttgart, Germany, was born in the town of of Mergenthein, in Southern Germany, in 1833, the son of a poor silversmith. His mother died when he was a boy, and he was taken from school and apprenticed to a fringe maker in Wurzburg. After three years at that trade the boy began to travel in search of employment, after the fashion of Germany's wandering journeymen, and visited various parts of Germany, Austria, Italy and Switzerland. In 1853 he sailed for this country, and landed in New York with a capital of $2.50 and a silver watch.

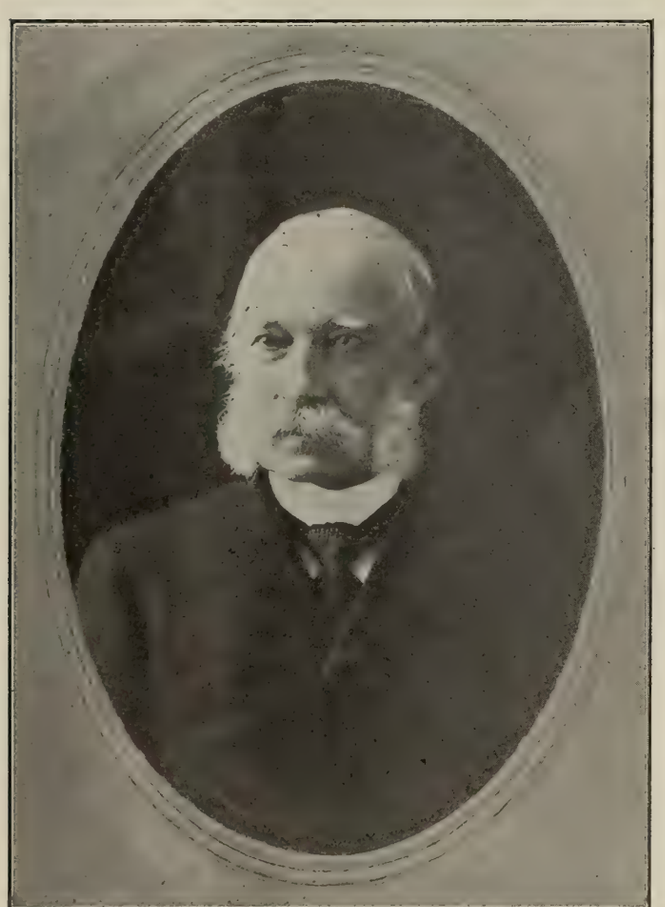
Young Loeser first went to Morganfield, Ky., and there spent a few years in the fur trade. In 1855 he went to Louisville, where he remained two years, and then came to New York, entering the employ of S. M. Peyser, a dealer in trimmings and embroideries in Manhattan. In 1860, Mr. Loeser, in partnership with Moritz Dinkelspiel, opened a small embroidery and trimming store at 277 Fulton street, Brooklyn, and in 1863, after J. W. Jones had entered the firm, opened a branch store at 737 Broadway, Manhattan. He sold out his interest in this branch in 1866 and bought out the shares held by his partners in the Brooklyn business, and in 1870 moved to a larger store at Fulton and Tillary streets. Louis Liebmann and Henry Liebmann then joined the firm.

In 1876 Gustav Loeser, a brother, was taken into

the firm, and in 1887 the business was moved to the site of the present establishment at Fulton and Bond streets.

Soon afterwards Frederick Loeser retired from active business and the establishment passed into the control of John Gibb, who died in 1905. Walter Gibb is the present head of the firm.

William Rowland, the old-time crockery and glass dealer of New Brunswick, N. J., died July 31, aged eighty-three. He had been in the business for sixty-nine years, having entered the employ of J. & H. Hutchings at the age of fourteen. In 1849 he was



WILLIAM ROWLAND.

seized by the gold fever and went to California, where he made sufficient money in a couple of years to return and with R. V. Bailey as partner purchase the business of his old employers. This partnership continued until 1856, when he took over Bailey's interest, since which time he had continued alone.

At her residence, Morristown, N. J., Lillie C., wife of Frank B. Haviland, died July 30. Frank B. Haviland was at one time in the crockery business on Barclay street, and afterwards on Fifth avenue, and comes of the famous Haviland family. Of late years he has been out of trade, and was at one time running an apple orchard in central New York.

ON THE PACIFIC COAST.

AS has been the case all during the summer, business is quiet in San Francisco, though no one in the trade has anything to complain of All say that the outlook for the fall and winter is better than ever before.

H. Cronemeyer, manager of the local office of Bawo & Dotter, leaves shortly for his trip through the Eastern part of his territory, going as far as Denver.

Mr. Heyman, traveling representative for the Cowen-Heineberg Co., left last week for New York and other points in the East. Mr. Jos. Heineberg is now out on a trip through the South and Middle West. C. B. Blessing leaves shortly for Chicago, where he will have his office for the next two or three months.

William P. Dalzell, son of the president of the Fostoria Glass Co , will before long pay a visit to the local office of this company and will spend some time in San Francisco.

Himmelstern Bros. are looking forward with a great deal of interest to the receipt of the new "Edgemore" shape, manufactured by the Pope-Gosser China Co , Coshocton, O.

Mr. Cramer, of the American Import Co., has returned to San Francisco after an extended trip through the northern part of the country. Mr. Brandes, the European buyer, will leave in a few days on his annual purchasing trip.

G.W. Moore, manager of the crockery department of Hale's department store, is now on a buying trip to the principal factories of the East.

D. Biederman, traveling representative of Marsh & Kidd, is now in the northwest and will go as far as Vancouver before his return to San Francisco.

The Pacific Coast Glass Co., New Westminster, B. C., is building a factory for the manufacture of bottles and glassware at Georgetown, Wash.

The sales of crockery and glassware, art, brass and other housefurnishing lines, which have been going on at the Emporium for some time, have resulted very well.

Nathan-Dohrman Co. are showing the most complete line of dinnerware that they have ever had on display, and are offering services in exclusive designs at very moderate prices.

Among the Potteries
East and West

East Liverpool and Vicinity.

Committees representing the United States Potters' Association and the National Brotherhood of Operative Potters will convene in Atlantic City Monday to discuss the sixty-nine propositions of the latter organization. Neither side is doing any talking, and not even a guess is heard as to the probable length of the meeting. The committee representing the manufacturers will deal only with the propositions which have to do with the general ware trade. Those relating to "china" will be entirely eliminated. However, the manufacturers of semi-porcelain are a unit in the result of the approaching conference. It is the first time in the history of the trade when "all are for one and one for all." Committemen from the West will leave East Liverpool Sunday afternoon and are scheduled to arrive in Atlantic City at nine o'clock Monday morning. The meetings will take place in the parlors of the Hotel Chalfonte.

* *

James Pidgeon, formerly bookkeeper for the National China Co., was severly kicked by a horse a few days ago, causing severe internal injuries. He is at the home of his parents on a farm near Beloit, O.

* *

The Potters' Co-Operative Co. is making an especial feature of plaques this season, some very clever treatments from Christy drawings being used.

* *

Among the buyers this week were Mr. Moore, with A. D Matthews & Sons, Brooklyn, and J. J. Ingalls, of Chicago, the latter being one of the largest buyers of specialties and premium goods in the country. Mr Ingalls was formerly identified with Akron (O.) China Co.

* *

George S. Davis, Western salesman for the Knowles, Taylor & Knowles Co., left last Saturday night for his territory. Mr. Davis is one of the most popular salesmen running out of this city.

* *

The time is not far distant when the pottery manufacturers who make a specialty of underglaze treatments will resort to the use of "decals" Hotel china manufacturers have been using this form of treatment with considerable success.

* *

Frank I. Simmers is working the Eastern trade in the interest of the Hall China Co.

* *

"Business has started to come in rather lively," says an official of the Smith-Phillips China Co. "Salesmen are on the road, and we have been getting results from that quarter. Mails are also showing an improvement." As this is an almost exclusive dinnerware house, it is taken to mean that the general trade are in a mood to increase their stocks.

* *

George B. Fowler, Western representative for the Trenle China Co., has been spending several days at the home office.

Wheeling, W. Va.

Complete lines of the new china body of the Warwick China Co. will be ready for the trade within a fortnight. Col. Will A. Rhodes, the well-known pottery salesman, became identified with the Warwick on Tuesday. For the last few months Mr. Rhodes has been associated with the Crockery, Glass and Lamp Credit Association of East Liverpool.

Ironspot, O.

Ground was broken last week for the $125,000 addition to the Ransbottom pottery here. The new plant will be composed of six buildings, all of them of brick, and will be equipped with the latest pottery making machinery. The manufacturing building will be 72 x 225 feet and three stories in height The kiln shed, one story in height, will be 100 x 225; the engine and boiler house, 60 feet square, will be three stories and basement; and there will be three immense warehouses 200 feet long, and of various widths.

LIME CUT GLASS.

INQUIRING at the counter of a large department store where the "new process" cut glass, as it is termed, was on view, we found that quite a number of the cut lime blanks had been sold—naturally at a price below cheap cut lead blanks. But the difference in price between this new product and the cheaper grades of lead blanks is hardly enough to induce buyers to purchase in great quantities. The blanks offered have quite intricate patterns, and naturally require a great amount of workmanship, which leaves practically only the difference in cost between that of lime and lead blanks.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending August 1, 1911.

ANTWERP

81	packages	glassware	B Gunthel
7	"	"	Strobel & Wilken Co
22	"	"	Miscellaneous Orders
7	"	earthenware	L Straus & Sons
268	"	"	Geo Borgfeldt & Co
6	"	"	Miscellaneous Orders
17	"	chinaware	Vogt & Dose
2	"	"	Strobel & Wilken Co
45	"	"	Miscellaneous Orders
1	"	toys	Geo Borgfeldt & Co
15	"	"	C B Rouss
7	"	"	L H Mace & Co
3	"	"	F A O Schwartz
75	"	"	Strobel & Wilken Co
5	"	"	Miscellaneous Orders

BREMEN

5	packages	glassware	L Straus & Sons
18	"	"	Samstag & Hilder Bros
166	"	"	Eimer & Amend
19	"	"	A Steinhardt & Bro
10	"	"	Knauth, Nachod & Kuhne
37	"	"	J H Venon
264	"	"	Miscellaneous Orders
15	"	chinaware	Strobel & Wilken Co
1	"	earthenware	Geo Borgfeldt & Co
84	"	"	Karl Hutter
79	"	"	Miscellaneous Orders
47	"	toys	Geo Borgfeldt & Co
25	"	"	Bawo & Dotter
88	"	"	L H Mace & Co
8	"	"	Samstag & Hilder Bros
196	"	"	Strobel & Wilken Co
79	"	"	Miscellaneous Orders

FIUME

60	packages	glassware	L Straus & Sons
48	"	"	Koscherak Bros
15	"	"	J Palme

GLASGOW

15	packages	glassware	H A Rogers & Co

HAVRE

10	packages	chinaware	L Straus & Sons
16	"	"	Fondeville & Van Iderstine
94	"	"	Miscellaneous Orders
2	"	glassware	E Utard
1,180	"	"	Miscellaneous Orders

HAMBURG

123	packages	glassware	Fenesterer & Ruhe
977	"	"	W R Noe & Sons
80	"	"	O O Friedlander
13	"	"	Samstag & Hilder Bros
40	"	"	Brown Bros
12	"	"	Lazarus & Rosenfeld
79	"	"	Kmy-Scheerer Co
8	"	"	L Straus & Sons
3	"	"	J Palme
2	"	"	J Wygand & Co
5	"	"	Strobel & Wilken Co
432	"	"	Miscellaneous Orders
77	"	earthenware	Bawo & Dotter
16	"	"	J Wygand & Co
137	"	"	Geo Borgfeldt & Co
13	"	"	C B Rouss
603	"	"	Miscellaneous Orders
56	"	chinaware	Bawo & Dotter
78	"	"	Strobel & Wilken Co
179	"	toys	B Illfelder
1,061	"	"	F W Woolworth
87	"	"	G W Travers
31	"	"	Samstag & Hilder Bros
59	"	"	C B R uss
11	"	"	Knauth, Nachod & Kuhne
275	"	"	Strobel & Wilken Co
207	"	"	Miscellaneous Orders

LIMOGES

125	packages	chinaware	Theodore Haviland & Co

LIVERPOOL

4	packages	earthenware	Strobel & Wilken Co
6	"	"	George Hamilton
10	"	"	Meakin & Ridgway
6	"	"	H C Edmiston
12	"	"	Miscellaneous Orders

LONDON

9	packages	toys	Geo Borgfeldt & Co
9	"	"	Strobel & Wilken Co

SOUTHAMPTON

11	packages	chinaware	J H Venon
43	"	"	H Creange
21	"	"	Wm Guerin & Co
35	"	"	L Straus & Sons
60	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

HAMBURG

21	packages	earthenware	Jones, McI uffee & Stratton Co
219	"	"	M Kirschberger
250	"	"	O O Friedlander
7	"	"	R F Downing & Co
22	"	"	Bawo & Dotter
80	"	"	F W Woolworth
8	"	"	Patterson, Wylde & Co
21	"	"	L E Knott Apparatus Co
33	"	"	L Wolf & Co
8	"	"	Geo Borgfeldt & Co
9	"	"	F Behrend & Co
49	"	"	Mitchell Woodbury & Co
4	"	"	Ocean Transit Co
1	"	"	Richard Briggs & Co
225	"	"	Natichal Despatch Co
8	"	"	American Express Co
195	"	"	Miscellaneous Orders

LIVERPOOL

81	packages	earthenware	Jones, McDuffee & Stratton Co
21	"	"	Mitchell, Woodbury Co
4	"	"	American Express Co
2	"	"	Miscellaneous Orders

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Orders for lamps continue strong with all factories in this territory, and goods contracted for early in the season have started to go forward. Hardware dealers have been extensive buyers of the general lamp line this season, although the department stores have been running a close second.

Among the buyers in the district last week were George W. Moore, manager of the crockery and housefurnishing department of Hale Bros., San Francisco, and Miss Ella Brennan, in charge of the china and glass department of the Rothschild store, Chicago. Miss Brennan also visited East Liverpool and Rochester, Pa., and left specifications for early and fall deliveries.

Excellent shapes and decorations are to be had this season in shades for both gas and electric fixtures, and those which possess an iridescent effect are becoming very popular, being particularly in demand for the "shower" fixtures.

Referee in bankruptcy William R. Blair has handed down his opinion in the case brought against the New Method Art Glass Co. by Emily Brown and the Brown Mfg. Co. The petition sought the return of property which it was alleged the New Method company took over by fraudulent representation. Referee Blair declares that no evidence was presented to show any fraud, and that the petition should be dismissed.

The annual meeting of the United States Glass Co. will be held at the general offices of the company during the week of August 19. That the same official family will be re-elected there is no question of doubt. Orders with the concern are excellent, and all its factories are experiencing a season of activity.

Decorated glassware is having a good movement this season, sales exceeding records of 1910

The Ripley Glass Co. is working full time. The lines of display jars upon which this concern is making a special movement are bringing a heavy volume of orders. Should business continue at the present rate of increase, there is no question but what the capacity of the plant will have to be enlarged.

Glass manufacturers who do business in Mexico have been advised that trouble is all over and shipments are now being received by transportation companies over the usual routes.

F. Elkins, general manager of the Krakno Glass Co., has returned from an extensive trip through Ohio and Michigan with the new line of shades of this concern. Both shapes and decorations are original and exclusive.

W. I. Campbell and W. J. Dillon, Southern and Southwestern representatives of the United States Glass Co , left this week on their fall trips. W. F. Jones and S. R. Frazier, Jr., will leave Monday next for the Northwestern route. H. W. Nickel has started out for New York, Ohio, Indiana and Michigan with a general line.

It is reported that although the new plant of the Wheeling Tumbler Co. is not yet in operation large orders are being received from Western houses.

At the Atlantic City conference of flint glass manufacturers and workers in the caster place department lime tube workers were given an advance in wages amounting to about eight per cent. In the moldmaking department the conferees were granted extra pay for Saturday afternoon work on repairing molds. In the future they will receive time and a half when required to work on Saturday afternoons. Heretofore they were paid the regular wages. No changes were made in either rules or prices in the shade and globe, paste mold and pressed ware departments.

Indiana, Pa. Walter Minnemeyer has been made general manager of the Dugan factory here, in addition to looking after the sales department.

Grafton, W. Va.

It is said that General Manager McCaskey has resigned from the official family of the Tygart Valley Glass Co. Who his successor is has not been announced.

BUSINESS BRIEFS.

Had. Bonham will open a five and ten cent store at Bicknell, Ind.

* *

Lachlin & Oran, hardware dealers, have taken over the glass and china business of the Tuxedo Store Co., Tuxedo, N. Y.

* *

The roemer in our illustration last week designated as Bohemian was German, being the product of the Villeroy & Boch factory at Wadgassen.

* *

The Central Cut Glass Co., which has a factory in Chicago, one in Walkerton, Ind., and another in Lena Park, Ill., started another at Saginaw, Mich, on Monday, equipped with fifty frames.

* *

The commission appointed by the American government to investigate the French china business is working quietly at Limoges. Nothing is given out for publication, and none of the importers here knows anything about the results of its work so far.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Competent and experienced manager for our crockery, stove and housefurnishing department. This is an important department, and the position is a good one, capable of advancement, for the right man. Address, at once, FRENCH & BASSETT, Duluth, Minn.

WANTED—A salesman for a first-class glass tableware factory. Covering New York, Ohio, part of Pennsylvania and Michigan. A young man of some experience in this line, ambitious and energetic. None other need apply. A. H HEISEY & Co., Newark, Ohio.

FOR SALE.

WELL-ESTABLISHED and splendidly-equipped housefurnishing and china department in largest department store in Western city of 60,000. Only a small capital required. Address Box 760, this office.

FOR SALE—Modern, well-built glass factory fully equipped for manufacture of pressed and blown ware, with well-established trade in large Eastern city. Address Box 761, this office.

FOR SALE—Two-kiln yellow ware pottery in good running order, in settlement of an estate. For price and terms inquire of the CROXALL POTTERY CO., East Liverpool, O.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

Jones, McDuffee & Stratton C

Fine Pottery, Glass and Lamp Merchants,

(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS

Offer the following STOCK PATTERNS of Decorated Ware, which, carried in abundant lines, both open and in original packages, ca be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland &
MONTEREY.	Ridg
Flow Blue MEISSEN, Onion pattern	
Old Blue WILLOW,	
The ORLOFF,	
The BRIDAL WREATH Hotel	
The GENEVA, Hotel,	
The MILAN, Hotel	
Green Illuminated FLORENTINE,	Johnson
The REGENT,	"
The SANTOS, White and Gold,	"
The HAVELLA,	"
The GROSVENOR,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The GOLDEN CHAIN,	Alfred Meakin
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The SENATE,	"
The ALEXANDRA,	Booths,
The LANDSEER,	W. H. Grindley &
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold	"
The EMPIRE,	Upper Hanley Potter
Old BLUE CANTON China, Hong Kong.	
Old BLUE FITZHUGH China, "	
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Porcelai
Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton &
The ST. LAZARE SPRAY,	Haviland & Co. C
The DONHOFF.	" "
The SPRINGTIME,	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The NORMA.	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted	" "
The FRONTENAC,	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The CASTIGLIONE	Porcelaines G D A C
The MALABOR Hotel,	" "
The BALUSTERE Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
FONTAINBLEAU,	" "
BLEU DE FOUR, Encrusted Gold. The NAVARRE	J. Pc
White and Gold Encrusted, the LORRAINE,	"
The ATHENA	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R Delinieres &
The LAFAYETTE,	Ville oy & Boch, Dres
The FULDA, Austrian China.	
The MUNICH, "	
The GRENADA, "	
The LONATO, "	
The BARONIAL, White and Gold, Bavarian China.	
The CZARINA,	Theodore Haviland
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock &
Mason BLUE CANTON,	Ashworth
Royal Dresden BLUE ONION Porcelain Crossed Sword brand	
MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley &

and others which for lack of space cannot be enumerated here

Also, Grindley's W. G and Johnson's White Semi-Porcelain; A Meakin's W. G., Haviland White, Gold and Decorated china, an Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mea be able to match up past stock patterns we are having the best u date new stock patterns.

Our facilities for readily matching STOCK PATTERNS wi appreciated when we state the fact that we have upwards of 8 BINS occupied in our sixteen lofts.

☞"Stock Patterns" which cannot be readily matched c more annoyance than profit.

JONES McDUFFEE & STRATTON CO. Bos

CROCKERY & GLASS JOURNAL

NEW YORK, AUG. 10, 1911.

THE PRESSED GLASS SITUATION.

By VICTOR G. WICKE,
General Manager of Imperial Glass Co., Bellaire, O.

PRESSED glassware in this country occupies one of the strongest possible positions. This is proved by the fact that American pressed glassware is not only sold in large amounts in foreign countries, such as Canada and Mexico, where geographical conditions give the advantage to this country, but American pressed glassware is shipped in ever-increasing quantities into many foreign countries in which we are on neutral ground, or even to foreign countries where domestic factories have a decided advantage over the American competitors. For instance, it is true that some American manufacturers of pressed glass are doing a very successful business even with such glass-producing countries as Germany and England.

In strange contrast with these facts it has to be stated that through the folly of the manufacturers of pressed glassware in this country the prices at which this commodity is sold have reached such a low level that any profit in its manufacture is possible only in cases where unusually favorable conditions exist. A number of manufacturers of pressed glassware in this country are showing no profit, or very little. This condition is solely based upon a lack of understanding and organization among the domestic manufacturers.

This is the more deplorable because there is no manufacturing business in existence where the uncertainties are as great. The difficulties for the manufacturer of glassware in this country during the last few years have been increased considerably by the stringent labor laws that have been passed by the Legislatures of the different States, especially as far as the child labor laws are concerned The rigid enforcement of these laws means, of course, a greater expense to the manufacturers, and it is to be hoped that sooner or later higher prices will be obtainable to make up for this additional expense.

Of course, the success of a pressed glass factory depends in a large degree upon its ability to create patterns which please the buyers, and the mold shop of a pressed glass factory may therefore be properly called the heart of the whole organization. The ability and willingness of the American glass manufacturer to spend more money for new designs than his foreign competitors is what puts him so much above them. Of course the mold shop expenses in a large factory of pressed glassware are a very serious proposition, and there are several factories in this country which spend from $30,000 to $40,000 a year for new molds alone.



PRODUCT OF THE IMPERIAL GLASS CO.

The whole pressed glassware branch may be divided into two classes: factories which produce pot glassware and factories which produce tank glassware, there being only one factory in existence which produces both kinds, viz.; that of the Imperial glass company. While it is undoubtedly true that pot glassware as rule is of a higher character than tank glassware, it is not to be denied that the progress made by the tank glass manufacturers during the last few years is very considerable, and some manufacturers of tank glassware now produce a quality of ware

which compares very favorably with the goods made out of pot glass. This, of course, is largely due to the improvements in the construction of tanks.

Another addition to this industry made during the last few years is that of iridescent glassware, which is a specialty of this country. The discoveries in the process of putting on these iridescent colors have made it possible to offer this meritorious ware at very low prices—in fact, a sharp competition on these lines has reduced the prices of iridescent ware practically to the level of those asked for crystal goods.

A ROLLICKING GOOD TIME.

ABOUT 1,200 merrymakers, half of them commercial travelers who cover the Southern States, and the rest merchants from the South and manufacturers from the North, assembled in the grand ballroom of the Hotel Astor Tuesday night to take a trip on the "Drummers' Special," which made a record run from "Grouchville to Happyland." This was the second annual smoker of the Southern Travelers' Association and was one of the best staged stag affairs held in this city in a long time.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A M Field, Asheville, N C.

I Rosenbaum, of Rosenbaum Bros, s, Cumberland, Md. 31 Union square.

G Williams, with The Fair, s, Chicago. 225 Fourth avenue.

P G Rankin, with Boston Store, c, Chicago. 114 Fifth avenue.

A Schaper, of Schaper Bros, hf, St Louis. 69 Fifth avenue.

G A Dahlgren, with Rothschild & Co, hf, Chicago. 215 Fourth avenue.

S W Sanders, c, Little Rock, Ark.

J W Chaput, with Trask, Prescott & Richardson, hf, Erie, Pa. 320 Church.

R H Schnept, with Columbus D G Co, c, Columbus, O. Breslin.

H Berlinger, with Gimbel Bros, c, g, Milwaukee. 821 Broadway.

J C Gardiner, with Carson, Pirie, Scott & Co, s, Chicago. 115 Worth.

O Phillips, with McCreery & Co, c, Pittsburgh. 214 Church.

J C Lynch, with Stewart D G Co, hf, t, Louisville,

G Louis, with Woodward & Lothrop, t, Washington. 334 Fourth avenue.

C J Weichel, with Panton & White Co, hf, Duluth. 45 East Seventeenth.

C H Bogg, with Elliott, Taylor, Woolfenden Co, hf, Detroit. 31 Union square.

C L Roth, Montgomery, Ala.

M Isaacson, with Krauss Co, Ltd, hf, New Orleans. 43 Leonard avenue.

Miss A Altmeier, with Moorehouse-Martens Co, c, s, Columbus, O. 315 Fourth.

Harry Lewis and Miss Haggerty, with Jos Horne & Co, c, g, Pittsburgh 320 Church.

R Brandt, Athens, Ga. Woodstock.

D A Richards, with Stewart & Co, s, Baltimore. 214 Church.

J B Brosseau, with E Malley Co, hf, New Haven. 320 Church.

H M Phillips, R J Calm and A J Kline, with Dives Pomeroy & Stewart, hf, c, Pottsville, Reading and Harrisburg, Pa. 2 Walker.

L Scarbrough, af Scarbrough & Hicks, t, Austin, Tex. 396 Broadway.

C M Igel, with Kaufman Bros, hf, Pittsburgh. 200 Fifth avenue.

J F Leary, with J Samuels & Bros, hf, Providence, R I. Brotzell.

E D Stauffer, with May Co, t, Cleveland. 4 Washington place.

Mr Dulin, of Dulin & Martin, c, Washington, D C.

Wm O Coleman, of Burley & Tyrrell Co, c, Chicago. Manhattan.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g July 26 '11	Corresponding period 1910	Exports Jan. 1 to July 26, '11	Corresponding period 1910
Boston	862	681	4953	4732
New York ..	253	653	4303	4465
Baltimore ..	710	923	6716	8925
Philadelphia.	463	446	2831	3744
New Orleans.....	83	550	595	1452
Newport News	....	100	26	155
San Francisco .	119	....	242	
Portland (Me.).	....	....	545	1029
Galveston	63	76	543	745
Portland (Or.)..	....			....
Inland Points ..	....	20	877	1365
Total	2553	4449	21631	26612

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g July 22, '11	Corresponding period 1910	Exports Jan 1 to July 22, '11	Corresponding period 1910
New York	57	159	4045	4212
Boston	318	45	4621	4153
Philadelphia.	89	13	2809	3049
Baltimore	250	292	6525	8258
San Francisco ..	11	....	215	....
New Orleans. ..	....	171	535	1114
Portland (Me.)..	....	....	389	591
Galveston .	....	....	541	1130
Newport News ..	....	....	26	155
Portland (Or.).	....	....	....	30
Inland Points .		...	238	1116
Total	725	680	19944	23808

The New York Crockery and Glass District.

THE difference in the appearance of the District now and what it was two weeks ago is wonderful Visiting buyers are fairly numerous, and a certain degree of activity is apparent everywhere. Not only have the warerooms been put in apple-pie order, but arrangements have been made to entertain the guests during off hours. Coney Island, roof gardens and theatres are at their disposal, to say nothing of luncheons and dinners.

L. Straus & Sons are showing some fine samples of china dinnerware from their Schwarzburg factory, together with an endless variety of small wares such as footed olive and nut bowls, some with handles in basket effects, trays in all sizes, A. D. coffees, etc. Open stock dinnerware is the feature, however. Half a dozen shapes are shown, with more than twenty-five designs, ranging from a simple floral pattern to elaborate conventional and geometric effects. The trademark, fac-similes of which are shown on our front page, should be kept in mind, as it stands for quality

E. F. Anderson, of George F. Bassett & Co., left the latter part of the week for a vacation at Kennebunk Beach, Me., where he will join Louis S. Hinman, of Theodore Haviland & Co.

The illustration of one of the showrooms of Vogt & Dose on another page gives only a slight idea of the variety of their stock patterns. The tier in the background shows some of their lines of white china, of which they issue a catalogue illustrating 1,126 items. A copy of this comprehensive book may be obtained by dealers upon application. All sales by this firm are confined strictly to the legitimate trade. The open stock patterns of decorated dinnerware shown in the cut are also reproduced in illustrations, and these, too, may be obtained by those in the trade who are interested. Their import samples are displayed in another room of equal size on the floor above. All the goods on exhibition are from their own factory at Limoges. H. G. Freese, president of the company, will welcome any of the visiting buyers who desire to see this excellent display.

A very fine display of the English bone china made by John Aynsley & Son, Longton, is on view at the showrooms of Feusterer & Ruhe. The great variety of designs and shapes is remarkable, while the quality of the body maintains its usual high standard.

George S. Lemcke returned from his vacation Monday. For the first time in years he varied his programme, and instead of fishing in Canarsie Bay went into the country He refused to say anything about his fishing exploits, although we are pretty sure he had a story up his sleeve.

A. G. Menzies has received samples of the Higbee hot or cold sanitary bottle, made entirely of glass, and is ready to explain its great advantages. This bottle is making great headway, finding sale whereever shown.

Chas. L. Cox, of Cox & Lafferty, came home Monday from a three weeks' vacation at Oquaga Lake, near Deposit, N. Y. He had the time of his life, and is enthusiastic over the scenery, the hotel, and the people he met. He is feeling fine and is now fit for the fall campaign.

Geo. F. Bassett & Co., who style their establishment "The dinnerware house of America," have prepared some very attractive designs for the fall trade. They carry a large line of open stock patterns, and give exclusive control when so desired. Their store in Park place is a continuous exhibit of interesting goods.

Buyers are coming in daily, and the end of the week will see a large aggregation, Among those due

to arrive then are all the Claflin Syndicate selectors, while from T. Eaton & Co., of Toronto and Winnipeg, Canada, word comes that they are sending their buyers from both establishments to attend the National Household Show at Madison Square Garden.

New samples of English bone china have been received this week by George Hamilton. The decorations in gold and enamel are exquisite. The rich colorings and artistic designs will appeal to anyone looking for high class goods.

The Susquehanna Cut Glass Co. at 76 Park Place have had great success with their blown cut glass tumblers and stemware. There are about twenty different designs The patterns are all good, and buyers who have seen the line invariably placed orders—a fact which speaks volumes for the goods.

The Consolidated Lamp and Glass Co., whose New York office is presided over by Mr Dougherty, are showing a new opal glass that is very white and free from spots and blemishes. It is particularly adapted for electric lights and inverted gas burners, as it radiates and diffuses the light without in the least obscuring it.

David Littlejohn, with George F. Bassett & Co., came home Monday from his vacation at Green Pond, N. J., sunburnt and minus his mustache. He had a good time, but not half as good as the boys in the store had "kidding" him about the loss of his hirsute appendage.

Chas. Streiff is receiving by every steamer new samples from Wm. Guerin & Co. The late arrivals include dinnerware and open stock patterns, fancy plates, etc. The gold incrustations are particularly attractive, each showing some new departure in design. The decorations on the dinnerware are so varied as to meet all tastes.

According to recently-published statements, $13,000,000 will be the cost of the fifty-five story Woolworth building. Of this five millions were paid for the land, Mr. Woolworth supplying the money. The rest was borrowed in France When completed in the fall of 1912 the main building will be twenty-nine stories, and the tower, which will be eighty-four feet square, will carry the height up to 750 feet, overtopping the Singer Building more than one hundred feet. Mr. Woolworth is not looking to the crockery and glass trade for tenants, but to lawyers and others seeking offices pure and simple. He will not refuse the former, but says the rooms will hardly be adapted to their wants.

The brushed brass vases which Bawo & Dotter are exploiting are great value for the money. A vase fifteen inches high, highly finished, at $8 per dozen is worthy of any dealer's consideration. They will not last long, and buyers who can use them should get in an order at once.

The Crown Novelty Co. have issued a most comprehensive catalogue of their lamps, plateaux and mirrors which will be sent upon application to anyone interested.

ON THE PACIFIC COAST.

NOW that the Exposition site has been settled a more comfortable feeling prevails, not only in the crockery and glass business in San Francisco, but in every line of business throughout the State. The repeated postponements of the announcement of the Exposition site caused quite a feeling of dissatis faction during the last few weeks, as many felt that a longer delay might hinder the late summer business to some extent; but now everyone feels that the wise decision of the Exposition Board will amply repay him for the few weeks' wait. The final plan of using both Harbor View and Golden Gate Park, having a great civic centre on upper Market street, connecting these sites by beautiful boulevards, will give equal advantage to the business houses in all parts of the city as well as affording the visitors an opportunity of seeing the development in all parts of San Francisco that they might not avail themselves of were the Exposition confined to one locality This is an enormous undertaking and will require an equally large force of men. To carry out the plans outlined will mean a steady business for the San Francisco merchants during the next four years and a phenomenal business during the six months of the Exposition. This, however, is only temporary, and it is to the slow but sure prosperity following the opening of the Panama canal that the San Francisco trade is looking with real interest.

L. C. Soloman, of the recently-formed Hawaiian Commercial and Trading Co , arrived in San Francisco last week and is selecting a line of samples of goods to be sold by his company.

The Schloss Crockery Co. report that they are doing an excellent business with the Golden State Mason fruit jars, not only in this section, but in the northwest and in Canada. A large order was recently placed with a house in British Columbia. At the annual Industrial Fair to be held in the Audi-

torium, beginning August 16, under the auspices of the Retailers' Protective Association of San Francisco, this company will make a special display of the various makes and sizes of this line of fruit jars.

W. H. Reeves, the Los Angeles representative of the Westmoreland Specialty Co. and the Lancaster Glass Co., working in conjunction with Chas. A. Bacon, of the San Francisco Crockery and Glassware Co., is now busily engaged fixing up the new sample rooms in the Jefferis building, Los Angeles. Mr. Reeves will leave shortly for a trip through southern California.

A. Schlueter & Co., who have large retail stores in both Oakland and Berkeley, handling a complete line of glassware, crockery and household goods, have recently made great improvements in the Oakland store on Washington street. The annex just added almost doubles the floor space of this building. Theodore Schlueter reports a steady increase in the company's business and says that both the Oakland and the Berkeley houses have made excellent showings for the past year.

The San Francisco Crockery and Glassware Co. report that business with their lines is picking up, both here and in Los Angeles. Several of the men connected with this company have just returned from the southern part of the State and they bring very encouraging reports from that territory.

Officials of the Illinois-Pacific Glass Works were recently in Richmond, Cal., looking for a suitable site to establish a branch plant. An offer was made them at that time by the president of the Industrial Commission which has been accepted, and it is now an assured thing that this branch factory will soon be built.

Mrs. J. L. Blum, Pleasanton, Cal., has just completed arrangements for opening a general merchandise store in the Johnston Building in that place, and the crockery and glassware department is expected to be a specially attractive feature.



ONE OF VOGT & DOSE'S SHOWROOMS.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 10, 1911.

WHO MAKES THE TERMS?

HAS the buyer the right to dictate to the seller terms on which goods are to be bought? Surely not; and yet there are firms retailing crockery and glass who arrogate to themselves this privilege.

A concern unquestionably "good" in every way, and whose trade is much solicited, recently gave an order for a considerable amount. Many packages were required to contain the ware. The buyer told the salesman to hurry along the goods, and the latter promptly sent the order abroad. When the confirmation came the importer noted that the number corresponded with the original, and without reading all the fine print concerning terms filed the order.

In due course of time the goods arrived and were shipped to their destination. The invoice was forwarded, and of course contained the usual charge for packages. When the check came in payment it was for an amount less than the invoice by just the package charges. This was at once returned with a demand for the full amount. Imagine the surprise of the importer when the selfsame check came back with a letter calling attention to a certain clause in the confirmation order which read that there should be "no charge for packages." Never for a moment supposing a reputable house would play a trick on him, the importer had not taken pains to read the confirmation closely; otherwise that order would have been cancelled immediately. Of course he was helpless. He had taken the order and filled it, and by making no objection had accepted the "no package charge" clause.

Things are coming to a pretty pass when the buyer presumes to make terms for the seller. If he does not like conditions when the goods are offered him he need not purchase. True, the seller need not offer goods to a concern which has the audacity to print the terms on which it will buy; and now that attention is called to its way of doing business this particular concern may not find it easy to procure goods while that clause is on its order blank.

The seller may modify or abrogate terms at his option; but the buyer has no right to do so The charge for packages is an established custom, and the idea that a retail firm may abolish it by its mere dictum is preposterous.

PERSONAL.

AMONG the most enthusiastic fishermen in the District are Harry S. Clarke and William P. Graham. Together they visited a remote spot in the Adirondacks a short time ago, twenty-eight beyond the end of the railroad—sixteen by stage and twelve by buckboard. Their habitation was a shack and they were their own commissaries. For the first few days they got nothing but pan fish, although they knew there were big ones in the spring holes. One night at dusk they cast for trout. Fly after fly produced no results. Finally, adopting a bait sometimes used by the natives, Graham made a strike, and after playing the fish quite a while landed it. But not for keeps, for as soon as the fish was unhooked it immediately flopped back into the water. "And it was as big as a whale," said "Billy." He was consoled later, however, and ultimately caught a string of beauties.

⚜

George H. Service, with Kennard L. Wedgwood, is enjoying two weeks in the Canadian Lake district, near St. John. Fishing and shooting are sports that he is fond of, and he is getting his fill of them.

⚜

Bermuda has many attractions for the New Yorker, not the least of which is the pleasant sail there and back. Joseph Burroughs could not resist the call, and has just returned from a delightful week's sojourn there.

⚜

Robert Slimmon arrived home from Europe on the "Carmania" Wednesday.

⚜

From California to New York is a far cry, but H. Phelps Reed, of the Reed Glass Specialty Co., does not think it too far to journey to consult his New

York representative, William M. Warrin. Mr. Reed is spending the week in the city, and each day sees him with the energetic William.

⚜

C. L. Dwenger, who has been abroad buying goods, is a passenger on the "Olympic," due on the 15th. In a letter sent to his office he says that the heat in Paris has been worse than anything New Yorkers could imagine.

⚜

W. S Pitcairn was a passenger on the "Car mania" which arrived from Europe on Wednesday.

⚜

O. L. Sutherland, with George F. Bassett & Co., who has been abroad for several weeks, is expected home on Saturday next.

⚜

W. H. Smith, sales-manager at Bawo & Dotter's, returned from a European trip last week. He says he found the manufacturers abroad very busy. He looks well after his journey, and has increased in weight.

⚜

Harry Lewis, china buyer for the Jos. Horne Co., Pittsburgh, accompanied by Miss Haggerty, favored the District with orders this week.

⚜

Alfred G. Moment will leave next week for a fortnight's rest and recreation at New Preston, Conn. This is a beautifully wooded country, with a lovely lake, magnificent views, and pure air and water—an ideal spot in which to recuperate.

⚜

C. B. Striker, of the Acme Department Store, Morgantown, W. Va., who was buying in New York last week, left on Friday to spend a week at his boyhood home, where he expects to revel in fresh fruits and fine chickens cooked in the style which only the Southerner knows.

⚜

H. Wright, of Pittsburgh, Miss , who was in town last week, left for a sojourn in the Adirondacks, but expects to be back to place orders next week.

⚜

R. H. Cavanaugh, familiarly known to the trade as "Dick," spent a day or two in New York last week, and promised to return on the 15th to buy.

⚜

William Brenn is now assistant buyer of house-furnishing goods at S. Kahn & Co.'s, Washington D. C.

⚜

With regret we learn that Alexander Ferguson, of Callendar, McAuslan & Troup, Providence, R.I has found it necessary to resign from the firm on account of illness. Mr Ferguson has suffered two paralytic strokes, and his health is so much impaired that it is impossible for him to give attention to business.

⚜

E. Offner, of New Orleans, who is usually here before this, has written that he will not be in New York until the end of August.

⚜

Milton Rogers, with H. P. Chandlee, Sons & Co., Baltimore, was purchasing goods in the District during the week.

⚜

William R. Demorest will represent the Westmoreland Specialty Co. at the National Household Show.

⚜

Warne S. Creveling, the well-known crockery salesman, and a first cousin to the late John W. Gates, tells a number of interesting anecdotes of the deceased, and says that in his death he has lost the best friend he ever had.

⚜

Louis Reizenstein arrived from Europe on the Oceanic Wednesday, and immediately left for Pittsburgh on an evening train.

⚜

Fred Schiessler, of the Pioneer Cut Glass Co., Carbondale, Pa. is making a display of cut glass at the Marlborough Hotel.

⚜

O. C. Walker has resigned as general manager of the Ohio China Co. to accept a responsible position with the Limoges China Co , Sebring, O. He still holds his stock in the company, and will remain on the board of directors for the present.

⚜

William O. Coleman, president of the Burley & Tyrrell Co., arrived in town on Wednesday. He is registered at the Manhattan Hotel.

INFORMATION FOR EXHIBITORS AT THE HOUSEHOLD SHOW.

THE rules pertaining to the height of partitions between the exhibit spaces have been amended so as to permit exhibitors building up to a reasonable height in order to help the majority of them to make a proper showing of their lines.

The official decorator, Geo. J. Koch, states that he cannot accept any more orders at $25 per booth unless the orders are in by next Tuesday noon. The reason for this is that during the "last-minute"

rush, created by people putting everything off, he will have to pay double price for overtime labor, and this of course will increase his cost of production.

The American Photo Service Co. have been appointed official photographers, and will make pictures of booths for offices or for publication in the trade magazines, newspapers, etc.

SALESMEN'S ASSOCIATION NOTES.

AMONG those holding office in the Association at the present time, the next oldest to John Nixon by virtue of long service is Henry Endemann. Although Mr. Endemann's membership card is No. 521, and there are many others who held office before him, yet he has continued since 1902 to be an active official worker.

Mr. Endemann was accepted to membership in 1899 and in 1902 was elected treasurer, which office



HENRY ENDEMANN.

he held for two years. He was then elected to the presidency, remaining as such for the years 1904 and 1905, since which time he has been a constant member of the Board of Management. For six or seven years he has been chairman of the entertainment committee, and it was he who proposed having the annual banquet at the Hotel Astor. He was also chairman of the picnic committee on two occasions, and has served on various other committees

Mr. Endemann has always been an enthusiastic "Salesman," and never fails to bring in new members when the opportunity presents itself.

The most important feature introduced into the management of the Association—the establishing of a reserve fund—was accomplished during his tenure of office. This assures the financial solidity of the organization and its ability to pay all death claims immediately. The nucleus of this fund was started by Mr. Endemann, who personally solicited and collected contributions from members of the trade amounting to $1,000. This fund is constantly added to by transferring from the benefit fund, such transference being left to the discretion of the Board of Management to act upon whenever they think fit, provided the benefit fund is in a condition to stand the pressure. The reserve fund now amounts to $7,679.

Henry Endemann has served the Association well and untiringly, and it is to be hoped that his connection with its general management will be long continued.

AT BOSTON.

BUSINESS is normal for the time of year—that is to say, dull. Stocktaking by the larger department stores has been completed and the usual number of "August sales" are in evidence. The wholesale trade report a very good booking of fall business, and a brisk trade is expected later on.

Charles Kaiser, of Morimura Bros., will be at the Boston headquarters beginning August 14 with some fine offerings for spring import.

The two buyers of the Shepard Co., Providence, R. I., were about the district last week—Frank H. Dunmore, head of the glass and china departments, and George Brewerton, of the kitchen furnishings end.

"Abe" H Hays, of the Cook Pottery Co., and "Jim" M. Uniack, of the Jewel Cut Glass Co., were at Young's last week.

Mr. Aldrich, of Thos. Long Co., jewelers with a big cut glass department, will be absent during the last two weeks of August on vacation bent.

Bernard J. Twitchell, with the R. A. McWhirr Co., Fall River, has returned from his vacation and was here this week buying goods, in company with Geo. Thibodeau, of the New Bedford Dry Goods Co.

Charles H. Crump, member of Shreve, Crump & Low, is due to arrive at New York on the "Arabic" on the 10th. For the past four months Mr. Crump has been on an extended tour of the china and glass

centres of Europe, accompanied by Mr. Sanderson, with this house.

John J. Shea & Son, manufacturers of cut glass at Cambridge, are showing some exceptionally pretty patterns in cuttings for the fall trade. Mr. Shea will depart on a New England trip in a few days.

Timothy J. O'Connell, china buyer for A. Stowell & Co., arrived home this week from his European trip.

Mr. Avery, of the Avery Furniture Co., South Framingham, was in town this week replenishing his glass and china ends.

John E. Sawyer, representing the McKee Glass Co. and the Indiana Glass Co., returned from his vacation Monday.

Frank Horswell, with the art department of Bigelow, Kennard & Co,. left Saturday for the shrine of Saint Anne de Beaupre, Quebec, Canada, where he is taking a young blind boy, Joe Marshall, in the hope that it will be beneficial in restoring his eyesight.

Charles R. Lynde, the Back Bay china and cut glass dealer, reports a good, seasonable business

George Beals, 41 Pearl street, assisted by J. W. Swain, have taken on the line of lamps manufactured by the Imperial Art Glass and Lamp Works, New York, and are taking a lot of orders for them through the New England States.

W. H. Cleveland, the enterprising dealer of Bristol, Conn., was here this week preparing for a fall rush.

Mr. Keller, glass buyer for Denholm & McKay Co , Worcester, Mass., was here this week. He departs vacationward on the 12th. Mr. Keller succeeded George Brewerton, who is now with the Shepard Co., Providence.

VERY MUCH ALIVE.

WILLIAM ROWLAND, the veteran crockery dealer, is not a dead one, by any means, as was evidenced by his telephoning us from New Brunswick, N. J., on Friday morning last that we had published a picture of the wrong man. A retired shipbuilder of the same name and age passed away July 31, and we did not for a moment think that there would be two William Rowlands, each eighty-three years of age, in the same town. We hope it will be many years before we have to publish the real obituary.

THE CONDITION OF BUSINESS.

New York. Trade has improved materially since our last report, visiting buyers having arrived in considerable numbers, and enlivened the District with their presence and orders. Mail requisitions, too, have been very fair, and added to the favors by the men on the road have made business very much better than for a long time. Almost everyone speaks hopefully of the future.

The National Household Show, which opens in a little more than a week hence, is drawing quite a large crowd of buyers to New York, and it is expected that by the opening night there will be a bigger crowd of purchasing agents than has ever been seen in the city at one time.

The hotels are simply jammed full of all kinds of people, buyers predominating. The list of arrivals of the fraternity is phenomenally large, and it looks as if there was business in store for all classes of trade. The advent of so many at one time indicates a shortage of stock in every branch of business.

Reports from the domestic potters are very fair. Everybody is working, and while there is no rush of business as yet, the output will compare favorably with last year at this time. Letters of inquiry from prospective buyers indicate that a little later there will be a good business.

From the glass factories come very encouraging reports. The demand for blown ware particularly is excellent. There is also a good call for specialties. The factories are all in operation, and the outlook is as bright as could be expected.

The lamp factories are all pretty busy now. Orders for the last two weeks have come in a very gratifying manner, and if the present demand keeps up the manufacturers will have no cause for complaint.

The cut glass business is fairly good; but the market is overdone, and while the bulk may be as great as usual, individual factories are not boasting of their sales.

The domestic toy business is excellent, manufacturers being crowded with orders in every department.

East Liverpool and Vicinity. Pottery manufacturers of the Western district are receiving a fair amount of business, both from salesmen and direct mail orders. There are no idle plants in the district, although none is working up to capacity. There has been

a slight improvement in the department store trade. Premium goods buyers have also been sending some liberal business into the territory.

Pittsburgh and Vicinity.

Business for the first week in August started off rather encouragingly, and manufacturers declare that while there is an unsettled condition existing throughout the country, orders for fall are starting to come in with fair activity. July fell off just a little in some respects, but on the whole the orders were enough to keep the shipping departments busy all the while.

AT CHICAGO.

ENTHUSIASTIC over the varied attractions of Gotham, Miss E. M. Brennan has again taken up her old position at the buyer's desk in the Rothschild crockery department. On the way East she stopped off at East Liverpool and placed a few orders for new things.

After a week at the Palmer House, George S. Davis, with the Knowles, Taylor & Knowles lines of china, sailed for Milwaukee Saturday afternoon, whence he goes to Omaha.

Edward J, Reha, 3330 Armitage avenue, is gradually developing a good trade for his lines of light cut glass.

The Liberty Light and Supply Co has been organized here to manufacture and sell gas and electric lighting fixtures. Capital $1,500.

Buyer Charles Paterson, of the crockery department of Carson, Pirie & Scott, went out to his Michigan farm, near Jackson, last week for an outing of a few days, and expects to be back by the end of the week.

Miss Schram, the cashier of the Ira A. Jones Co., has gone to New York for a short vacation, and expects to return before the end of next week after a look over the seaside environs of the big burg.

President William D. Coleman, of the Burley & Tyrrell Co., is in New York for a few weeks and expects to visit several of the china and glass producing districts before his return.

W. C. Browne showed the lines of the Potters' Co-operative East Liverpool, at the Palmer House the past week and took some nice orders.

Coming in from a three months' campaign in southern Illinois towns, J. W. Dalrymple looks the picture of health and reports trade uncommonly fine for the season of the year. He says the Fostoria lines are going so briskly that he will only stay in Chicago long enough to check off his orders and then take to the firing line again.

With the rockingham and yellow ware lines of the C. C. Thompson Pottery Co of East Liverpool, S. A. Royce has been working the trade from his Palmer House display during the week and reports good business.

Among the visiting buyers were: C R Shaw, g, Galveston, Tex; A C Killian, c, g, hf, Wahoo, Neb.; C D Carter, c, g, Lawrenceville, Ill.; E Klein, c, g, hf, Escanabia, Mich.; A Herzberg, c, g, Enid, Okla.; I Miller, c, g, Houghton, Mich; J W Parry, c, g, Cameron, Mo; J F Hofst, hf, Memphis, Tenn; C J Henkin, c, g, Elk point, S D; E Oyler, c, g, Moran, Tex; H L Wasson, c, hf, Indianapolis, Ind; H A Meiberger, c, Downs, Kas; J Cockey, c, Wichita, Kas; H E Chichester, g, New London, Ia; L Rosenberg, g, Dallas, Tex.

AT ST. LOUIS.

MORE or less apathy was experienced during the past week in this city's crockery and glass trade, and while establishments and department stores were fairly crowded with Mound City shoppers, buying seemed to be very moderate notwithstanding, and little improvement is expected till St. Louisans return to their home town, when, it is thought, domestic trade will brighten up considerably.

* *

Salesmen traveling with crockery and glass lines are scarce of late, but reports from those in the southwest suggest that "things are picking up somewhat."

* *

C. C. Mayer's rich line of cut glass in the Granite building was augmented recently by the arrival of neat floral cuttings on selected lead blown blanks. Mr. Mayer states the goods are meeting with great favor, especially when their price is taken into consideration.

* *

Wholesale buyers of cut glass have finished their catalogues, and are through buying till the first of the new year. They anticipate a healthy fall trade.

* *

S. Farbstein, of the Crystal Cut Glass Co., returned to the Mound City after a two weeks' buying trip to Chicago and other Great Lake resorts. Mr. Farbstein shows an exquisite collection of lines on Washington avenue.

* *

C. M. Dellman, cut glass salesman, and Geo. W. Moore, crockery salesman of New York City, and A. E. Klem, pottery salesman of Zanesville, O., stayed long enough to shake hands with a few buyers.

Among the Potteries
East and West

East Liverpool and Vicinity.

In order to obtain original and exclusive dinnerware designs such as will not be offered by any decal manufacturer the Smith-Phillips China Co. plan to develop home talent. Notice to this effect was posted in the decorating department of the plant Monday, and on Wednesday afternoon of last week six designs were submitted to the firm by the employees For all patterns the firm selects a bonus of from $25 to $50 is paid the designer. Some remarkably clever designs were submitted. At least one of the first lot will be selected, and it is possible that three more will be ordered. That talent among the pottery employes exists is proven beyond doubt, and the bonus plan for new ideas will very likely be extended to other departments of the plant ere long.

* *

"Business is holding up exceedingly well, and orders for both future and immediate shipments are all that can be expected," said a representative of the Edwin M. Knowles China Co. Samuel C. Cook, of the sales department, has left for an Eastern trip.

* *

The Globe Pottery Co. are showing the largest line of specialties ever assembled by them and orders for their "St. Regis" plain dinner shape are exceptionally good. This plant is running full time in every department.

* *

Fred Kline, Eastern salesman for the Warner-Keffer China Co., will leave Saturday for Pittsburgh, where he will open at the Ft. Pitt with the firm's new fall line.

* *

Taylor, Smith & Taylor Pottery Co. are having considerable success with their new patented compartment lunch dish. All salesmen for this firm are now on the road.

* *

The Cannonsburg (Pa) Pottery Co. is said to be contemplating extensive additions. Six decorating kilns and another glost kiln are to be erected.

* *

At the Cartwright pottery the orders on file are sufficient to insure the full operation of the plant throughout the fall season. Several new specialties have been added, and new treatments have also been placed on their dinnerware lines. Western business with this company is very good.

* *

The John Sant Co. has been organized here to develop new beds of pottery clays. Offices will be located in Wellsville, and the new concern has a capital stock of $30,000.

* *

The "Ohio" is the name of a new plain shape by the Ohio China Co., of East Palestine. It is being shown in a number of treatments, some of which are exclusive.

* *

Officers of the new Athens (Ga.) Pottery Co. have been elected as follows; President, L. Auberger; vice president, W. A. Harsha; secretary, G. L. Auberger; treasurer, Thomas R. Harsha. The four men are from East Liverpool and were long identified with the industry here. Construction of the new pottery is progressing favorably, and the product will consist of jardinieres, cut flower vases, porch vases, fern dishes, orchid pots and numerous other items.

* *

The American Gold Co., of New Martinsville, W. Va., which decorates plain white china, plans a number of retail stores throughout the country. The first has been established in New Martinsville, and others will be opened in Sistersville and Charleston, W. Va. Later other States will be entered.

Evansville, Ind.

The Peerless Selling Co. opened its new pottery here August 4. On Saturday last the company gave a big barbecue in the afternoon and a ball at night. The plant started operations Monday.

Sebring, O.

Work on the new plant of the Saxon China Co. is progressing under the most favorable conditions, and the entire time of Fred Sebring, formerly general manager

of the Limoges China Co., is now being given to the new property.

Greenville, Tex. In order to obtain better railroad facilities the plant of the S. Robbins Pottery Co., at Winnsboro, is being dismantled and will be established here. The capacity will also be increased.

Beaver Falls, Pa. The Mayer Pottery Co. is having great success with its new magnetic separator, by which the liquid clay has constant frictional contact with magnets and all particles of iron are "caught."

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for week ending August 8, 1911.

ANTWERP

3	packages	glassware	B Gunthel
17	"	"	A Berger & Co
18	"	"	C J Dierckx & Co
18	"	"	Graham & Zenger
10	"	"	Strobel & Wilken Co
244	"	"	Miscellaneous Orders
51	"	earthenware	L Straus & Sons
15	"	"	G F Bassett & Co
9	"	"	O Goetz
13	"	"	Bawo & Dotter
3	"	"	L D Bloch & Co
5	"	"	Koscherak Bros
264	"	"	Geo Borgfeldt & Co
8	"	"	Miscellaneous Orders
16	"	chinaware	Vogt & Dose
6	"	"	Strobel & Wilken Co
16	"	"	Miscellaneous Orders
108	"	toys	B Illfelder & Co
16	"	"	F W Woolworth
86	"	"	C B Rouss
25	"	"	A Steinhardt & Bro
171	"	"	L H Mace & Co
356	"	"	Strobel & Wilken Co
27	"	"	Miscellaneous Orders

BORDEAUX

21	packages	chinaware	Bawo & Dotter
22	"	"	H R Churchill
61	"	"	Miscellaneous Orders

BREMEN

6	packages	glassware	L Straus & Sons
16	"	"	Samstag & Hilder Bros
31	"	"	Knauth, Nachod & Kuhne
6	"	"	Strobel & Wilken Co
150	"	"	Miscellaneous Orders
23	"	chinaware	Strobel & Wilken Co
67	"	toys	Geo Borgfeldt & Co
13	"	"	Bawo & Dotter
26	"	"	F A O Schwartz
135	"	"	Strobel & Wilken Co
240	"	"	Miscellaneous Orders

LONDON

10	packages	toys	Geo Borgfeldt & Co
49	"	"	Strobel & Wilken Co
187	"	"	Miscellaneous Orders

SOUTHAMPTON

8	packages	chinaware	J H Venon
1	"	"	H Creange
7	"	"	Miscellaneous Orders

HAMBURG

21	packages	glassware	Fenesterer & Ruhe
45	"	"	W R Noe & Sons
16	"	"	F Bing & Co
5	"	"	L D Bloch & Co
5	"	"	J Palme
3	"	"	Frank & DeKeyser
8	"	"	N Wapler
9	"	"	F Euler & Co
8	"	"	Lazarus & Rosenfeld
21	"	"	L Straus & Son
8	"	"	Strobel & Wilken Co
270	"	"	Miscellaneous Orders
76	"	earthenware	Bawo & Dotter
2	"	"	N Wapler
66	"	"	L Straus & Sons
4	"	"	J Wygand & Co
4	"	"	J Palme
20	"	"	Herman C Kupper
261	"	"	Miscellaneous Orders
49	"	chinaware	Bawo & Dotter
36	"	"	Strobel & Wilken Co
128	"	toys	B Illfelder
12	"	"	Samstag & Hilder Bros
25	"	"	Geo Borgfeldt & Co
16	"	"	Bawo & Dotter
13	"	"	Koscherak Bros
2	"	"	F W Woolworth
20	"	"	Knauth, Nachod & Kuhne
108	"	"	Strobel & Wilken Co
352	"	"	Miscellaneous Orders

LIVERPOOL

3	packages	earthenware	The Rowland & Marsellus Co
1	"	"	Lazarus & Rosenfeld
20	"	"	Geo Borgfeldt & Co
5	"	"	J Wygand & Co
47	"	"	W S Pitcairn
2	"	"	W H Plummer
15	"	"	Maddock & Miller
11	"	"	Bawo & Dotter
6	"	"	E Boote
8	"	"	Miscellaneous Orders

ROTTERDAM

50	packages	earthenware	Geo Borgfeldt & Co
17	"	"	L D Bloch & Co
33	"	"	Lazarus & Rosenfeld
304	"	"	Miscellaneous Orders
1	"	toys	B Illfelder & Co
13	"	"	F A O Schwartz
6	"	"	Knauth, Nachod & Kuhne
191	"	"	Miscellaneous Orders

YOKOHAMA

88	packages	toys	Morimura Bros

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

58	packages	earthenware	Jones, McDuffee & Stratton Co
1	"	"	Rowland & Marsellus Co
15	"	"	F W Woolworth
8	"	"	Houghton & Dutton
3	"	"	Richard Briggs & Co
3	"	"	Miscellaneous Orders

ANTWERP

40	packages	earthenware	Jones, McI uffee & Stratton Co
17	"	"	Mitchell, Woodbury Co
42	"	"	L Wolf & Co
14	"	"	Stone & Downer Co
10	"	"	American Express Co
19	"	"	Geo Borgfeldt & Co
6	"	"	Miscellaneous Orders

HONG KONG

5	packages	earthenware	Jones, McDuffee & Stratton Co

ROTTERDAM

68	packages	earthenware	American Express Co

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Another glass factory is to be started in the Western territory, this time at Paden City, W. Va., if arrangements for fuel can be made upon a satisfactory basis. G. G. Garrett, of New Martinsville, has formed the Standard Glass Co., which will manufacture blown tumblers and lamp chimneys.

At the Seventh Avenue Hotel the following reservations have been confirmed for the January pottery and glass exposition: Lancaster Glass Co., Eagle Glass and Manufacturing Co.; Hocking Glass Co., Westmoreland Specialty Co., and Co-Operative Flint Glass Co. Other glass and pottery manufacturers are also making requests for reservations here, all of which are still pending.

The arranging of new lines of tablware for 1912 has commenced in several glass factories in this locality, and this week two different plants announced that they had one line completed. As a matter of fact these lines are being kept "under cover" until late in the fall season.

Charles McGee, who has been in charge of the mold shop of the Imperial Glass Co., at Bellaire, O., has severed his connection with that company to become identified with a new glass concern at Grafton, W. Va.

Dent H. Taylor, well known to glass buyers of the country, and located in Wheeling, together with his family is spending a season at Atlantic city.

Among the buyers in the district during the last week were Paul Beck, of the Baltimore Bargain House, Baltimore, Md., and H. P. MacGregor, of Wheeling, W. Va

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Another new mold for display jars was added to their long list this week by the Ripley Glass Co., which shows that the company is bound to make its line of display glassware second to none. The new shape is about twenty-four inches in height, and plain with the exception of the base, top and cover. It will be shown in a number of sizes.

W. H. Duvall, western salesman for the Bryce Bros. plant of Mt. Pleasant, Pa., stopped in the district a few days ago on his way to the factory from his home at Wellsburg, W. Va. "Business is good, and the fall is going to be good also," he commented.

Several clever patterns in deep plate etchings are being shown on their drawn stem lines by the Beaver Valley Glass Co., the first pieces of which were shown in the district during the last few days by William Owen. Floral designs have been followed, and buyers have pronounced the line one of the most attractive presented this season.

George Caldwell, formerly general manager of the Jefferson Glass Co., at Follansbee, and now mayor of Wellsburg, W. Va., was in the district several days ago chatting with the glass trade.

Thomas Butcher, of the Central Glass Works, after his return to the factory from a two weeks' visit at Atlantic City, started out on the road, and made his first stop in this city a few days ago. The new etched and cut blown lines of the Central were shown.

The Art Brass and Fixture Co., which was recently formed in this city, has started operations in large quarters just west of Pittsburgh. L. M. Fluhart of Conneaut, O., has been elected president of the new company. L. R. Jeffords, of the Union Trust Co., formed the company, which will make lighting fixtures its specialty.

There has been a gradual increase in the membership of the Western Glass and Pottery Association so far this year, due to the effort of President W. W. Lang, of the Kinney & Levan Pittsburgh branch, and the slogan for 1911, "500," is keeping the rank and file hustling.

The Wheeling Tumbler Co., which is building a new plant at Warwood, just east of Wheeling and

overlooking the Ohio River, will have a capacity of twenty-four shops. It is said this week that the plant will be ready for operation probably by September 15. Harry Turner, formerly with the Buckeye Tumbler Co., of Shadyside, O., will be the factory manager.

The time for holding the annual meeting of the U. S. Glass Co. has been changed from the third to the last Wednesday of August; consequently the meeting this year will be held on the 30th inst.

Additional decorators have been put to work by the W. H. Dedrick Glass Co., at Rochester, Pa., and orders are said to be of a character which will keep the plant working full time for the remainder of the year. The product of the plant is decorated and cut blown and pressed ware

Millersburg, O. In the bankruptcy proceedings of the Millersburg Glass Co. the plant was sold for $9,000 to C. K. Funkhauser, of New York city, subject to approval of the referee, who refused to confirm it. Funkhauser then raised his bid to $15,000, but the referee refused to confirm this, and the sale was held open until September 6. All the property of J. W. Fenton in bankruptcy was sold, according to advices.

Moundsville, W. Va. The board of directors of the Fostoria Glass Co., at a meeting held in Wheeling recently, re-elected the old officers as follows: W. A. B. Dalzell, president; C. B. Roe, vice president; A. C. Scroggins, Jr., secretary and treasurer. The regular two per cent quarterly dividend was declared.

OF INTEREST TO LAMP MAKERS.

STATISTICS compiled by the Unites States Geological Survey show that the production of spelter or metallic zinc from ore for the first six months of 1911 was 140,196 short tons—a gain of more than 5,000 tons over half the record output of 1910. Of this production, 5,135 tons were made from foreign ore. Spelter stocks were reduced from 23,232 tons to 17,788 tons Imports remained about the same, but exports were nearly double those of half the preceding year The apparent consumption of spelter was 135,497 tons, an increase of more than 12,000 tons over the half of 1910, but about the same as in half of 1909. The average price of spelter at St. Louis for the period was 5.36 cents per pound, the London average being .2 cent less per pound. During the latter part of May and the first part of June the average London price was about .1 cent higher than the corresponding St. Louis prices. Under this stimulus the May exports of spelter, zinc, ore and dross were largely increased over those of the preceding months.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

ATTENTION, CROCKERY AND GLASS TRADE.

AN OLD-ESTABLISHED IMPORT HOUSE, LOCATED ON WEST BROADWAY, THE HEART OF NEW YORK CITY'S GLASS AND CROCKERY DISTRICT, REMOVING STOCK TO EUROPE, WISH TO RELEASE THEIR SHOWROOMS (2). LEASE EXPIRES MAY 1st, 1912. CAN BE RENEWED AT A RENTAL OF $1,200 PER ANNUM. COMPLETE FIXTURES AND DISPLAY TABLES. EXCEPTIONAL BARGAIN. NO REASONABLE OFFER REFUSED IMMEDIATE POSSESSION. FOR PARTICULARS ADDRESS

A. G. LOBER,
ROOM 2207, SINGER BUILDING,
NEW YORK.

HELP WANTED.

WANTED—A salesman for a first-class glass tableware factory. Covering New York, Ohio, part of Pennsylvania and Michigan. A young man of some experience in this line, ambitious and energetic. None other need apply. A. H Heisey & Co., Newark, Ohio.

SALESMEN WANTED—We manufacture a full line of white and decorated dinnerware, cable and hotel goods. Commission agents desired for New York State, Ohio and Eastern Pennsylvania. Address Box 763, this office.

SITUATIONS WANTED.

A SALESMAN with ten years' experience and good record in gas and electric glassware line is open for engagement by reason of retirement from business of the house he has represented. Extensive acquaintance among buyers throughout the country. Can submit complete credentials as to character and ability. Address Box 764, this office.

BUSINESS OPPORTUNITIES.

WANTED—The agency for the Pacific Coast, on commission basis, of a factory making a good staple line of blown gas and electric shades, globes and balls, in both plain, roughed and cut patterns, also fancy shapes and iridescent colors. We have a good trade on these goods Address Box 762, this office.

FOR SALE.

WELL-ESTABLISHED and splendidly-equipped housefurnishing and china department in largest department store in Western city of 60,000. Only a small capital required. Address Box 760, this office.

FOR SALE—Modern, well-built glass factory fully equipped for manufacture of pressed and blown ware, with well-established trade in large Eastern city. Address Box 761, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J J. Chandler, Chief Tariff Bureau, Leetonia, Ohio.

Théodore Haviland

Limoges.
FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices
and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312
314. **316**, 318

TRADE TIPS.

THE Emerson Mercantile Co., Emerson, Iowa, wants catalogues immediately on domestic pottery lines of all kinds. The concern is a new one, and it is said that big business is awaiting some manufacturer.

Hollis, Okla.—The Spooner Hardware Co. has started business and will handle pottery, glassware and lamps.

Marysville, O.—The firm of Southard & O'Brien has been formed here to handle pottery, glass and lamps, and catalogues on these lines are wanted.

Mazomaine, Wis.—The Munger-Corry Land Co. has bought the business of A. E. Diment, and will handle pottery, glassware and lighting lines.

Wewoka, Okla.—Abbott Bros. have started business here and will carry pottery, lamps and glassware.

Dearing, Kans.—Housefurnishings, pottery and glassware will be handled by O. O. Crane, who is increasing his stock here.

Newman & Co., East Liverpool, have bought the china, domestic pottery, fancy goods and glass stock of the M. B Francis stores at Lisbon, O., the latter firm retiring from business.

Cygnet, O.—Catalogues of pottery, glass and lamps are wanted by J. W, Edison.

Dallas, Ia.—John Greisbaum has started in business here and wants catalogues of pottery, lamps, housefurnishing goods and glass.

Floydada, Tex.—C. Surginer & Son want crockery and glassware catalogues.

Sharon Springs, N. Y.—George Klinkhart, who suffered loss to stock by fire, wants to hear from glass and pottery manufacturers concerning new stock.

Parsons, Kan.—Catalogues of pottery and glass should be sent to M. M. and E. D. Roush, who have bought out W R. Payne.

Concordia, Kan.—The Wiard Department store is increasing its lines and wants manufacturers to forward catalogues of pottery, glassware and lamps immediately.

Canton, O.—The Klein & Heffleman Co. has bought out the retail pottery and glassware business of Morris W. Miller. The lines are being increased on these special stocks.

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CROCKERY & GLASS JOURNAL

NEW YORK, AUG. 17, 1911.

AROUND THE NEW YORK CROCKERY AND GLASS DISTRICT.

Fine Displays Set Out for the Inspection of Visiting Buyers. Pictures of Prominent Showrooms.

VISITORS to the Household Show at Madison Square Garden next week should bear in mind that other exhibitions are being maintained in the city for their special benefit, and in this issue we give an idea of the extent of some of these displays. The pictures tell their own stories.

The illustrations of the Villeroy & Boch showrooms at 60 Park place show at once the necessity of a large area in which to show even a small percentage of their samples. The shelves containing steins are laden as closely as they can be packed with articles of which there are no two pieces or sets alike; and yet the picture does not begin to show the complete line, for that portion of the showroom not visible is equally crowded with them. On the tables may be seen the famous ornamental Mettlach ware, the designs of which are clearly distinguishable, without, of course, their exquisite colorings. The line of housefurnishings that Villeroy & Boch make are out of the ordinary, and they are famed for their high-grade and novel specialties. Besides a wide variety of dinnerware patterns, they carry hundreds of novel things adapted for the better class shops. These are among the most alluring showrooms in the District.

The Fostoria Glass Co. holds the unique position to-day of being represented continuously in New York for the past twenty-two years by the same salesmen, John Nixon and W. H. Otten—a fact that speaks volumes for both company and men. Their showroom contains one of the most comprehensive exhibits of glassware, and has the advantage of exceptionally good light, owing to the whole of two sides being composed of windows. The lines displayed comprise pressed and blown glassware and decorated lamps in many desirable patterns and designs, the latest in pressed glass being a rock crystal effect on colonial shapes. The blown glassware has a large range, and covers from plain patterns up to the most desirable selection of designs in needle and deep-etched goods, light cuttings and encrusted gold—this latter being the most recent addition fo their show tables.

The picture showing the lamp display at the Crown Novelty Co.'s showrooms, 42 West Broadway, gives a good idea of the class of goods made by this concern. The art shades are of great artistic merit, and the designs are carried out in good style. Plateaux trays are manufactured by them in great variety, while the line of mirrors is very comprehensive, including those fitted with universal joints so that they may be placed at an angle, whether hanging on the wall or standing on the table or bureau.

At the local showrooms of the Central Glass Works, 66 West Broadway, the line of blown glassware for table and bar use is very extensive, and the designs are varied and in good taste. Quality is the first consideration of this concern, promptitude in delivery being the next. For family use they make a distinctive line of deep plate etchings besides a full line of light cuttings. Another attractive and exclusive line is that of rose iridescent blown ware in the most delicate colorings. Scotch high ball sets are among their specialties, as also are deep plate etched crests and monograms for hotels and clubs. They make a full line of bar, water and oil bottles, together with an extensive variety of pressed tumblers and stemware. New items are coming in all the time.

The picture of William Dealing's showroom illustrates very well the comprehensive line of high grade pressed glassware made by the Cambridge (O.) Glass Works The colonial designs have found much favor with buyers, while their newest decoration has the strawberry plant and fruit for its motif. Another line of samples that Mr. Dealing displays is that of the Dugan Glass Co., which makes a fine line of iridescent glassware, the colorings of which are superb. The

designs and shapes, too, are quite original. He also represents the Flemington Cut Glass Co., and carries a full line of their excellent designs in mitre and floral cuttings.

The product of the Royal Worcester Porcelain Works is handled in this country by Maddock & Miller, who devote a special showroom to this exquisite ware on the fifth floor at 25 West Broadway, with Mr. Warren in charge. This world-renowned factory dates back to 1751, since which time it has always held a leading positiou in the ceramic world, and its works of art have placed it in a class by itself. Americans who have visited Warwick Castle will remember the tremendous vase that stands in the entrance hall. At the present time they are large manufactuers of utilitarian ware, and this year Maddock & Miller are receiving their first lot of open stock dinnerware. The "Aristocrat of English chinas" they call it. The array of designs in dinnerware, tea services, breakfast sets, service plates, buillons, etc., is very large.

C. H. Taylor, president of the Jewel Cut Glass Co., has evolved a design, called the "Aberdeen," which compels the admiration of everyone who sees it. It is a radical departure from anything on the market, being not only beautifully cut, but very highly finished, the cost of the latter process equaling that of the cutting. It is the finish that gives the brilliancy to high grade cut glass.

Guernsey earthenware is shown by Ledden & Bates at 65 West Broadway. We are informed that hundreds of hotels and clubs have been equipped with the Guernsey product, that thousands upon thousands of breakfasts, dinners and suppers are cooked and served in it, and goodness only knows how many Welsh rabbits have been prepared in it. Nearly all large silverware manufacturers are using "Guernesy" for mounting in silver or metal holders. The factory has been tripled in order to care for the great influx of business, and the country has been scoured to find the best potters and finishers. The company makes a most complete line of cooking and serving dishes, and confines its efforts entirely to this class of goods, with the result that Guernsey can be marketed at a price within the reach of everyone.

The American Art Glass Co., who have achieved a reputation for fine wares and low prices, are ready with their fall exhibit. It is their pride that they



Louis Levien, 33 Murray St.

produce original designs. They employ artists who work exclusively for them, and naturally they get exclusive things. Their exhibit is well worth visiting.

In these times, when there are so many and varied lines of cut glass, and so many of them merely duplicates or imitations, it is a relief to see something really different, especially when it bears the hall-mark of quality Such is the class of real cut glass that Charles H. Taylor is displaying at 57 Park place. It is the product of the Jewel Cut Glass Co , of which Mr. Taylor is president. The illustrations of his showrooms on another page depict his two lines, for he also represents the fine art products of the S. A. Weller pottery. The matt green jardinieres, vases, fern dishes, umbrella stands, pedestals, etc., of this concern are always in good taste, while the Ivory ware is finding much favor among those who are able to recognize meritorious workmanship and artistic designs.

Few New York representatives make such a display as Cox & Lafferty, or represent so many firms making articles of more than ordinary merit. Their principal line is that of the Imperial Glass Co., Bellaire, O., which supplies pressed glass in all its varieties, both tank and pot goods. Another specialty is the blown glass made by the Seneca Glass Co., comprising tumblers, stemware, decanters, and all goods used for the table. The decorations are varied —needle and deep plate etching, light cuttings, etc. Takito, Ogawa & Co., of Japan, are represented by china goods, vases, etc., and the plateaux made by the Martins Mercantile Co. are to be found here. In kitchen ware they have the Enterprise Enamel Co.'s lines, while the National Aluminum Works supply them with cooking utensils. Cut glass is not overlooked, for they carry lines from T. B. Clark & Co , Johnson-Carlson Cut Glass Co., O. F. Eggington Co. and Webster & Briggman Co., so that they can satisfy any taste. The Colonial Co. are responsible for their samples of china, of which they have a goodly assortment. Taken altogether, this is a comprehensive exhibition which every buyer ought to visit.



United States Glass Co., 29 Murray St.

The Irving Cut Glass Co.'s samples are displayed in F. W. Reichenbacher's showrooms at 25 West Broadway. Two particularly good numbers that have been most successful and have been reordered in quantities are boats. The first to appear, a celery tray, caught on so well that it was not long before the other, canoe

shape, came into existence. This latter serves as a spoon tray or bon-bon, and is extremely pretty and dainty.

The showroom of C. Dorflinger & Sons contains one of the most varied and extensive lines of glass to be seen in the country. It comprises plain, etched, engraved, cut and rock crystal effects, and the articles range from the smallest individual salt or toothpick-holder to the largest and most expensive punch bowl. Among their specialties are Tantalus sets that will defy the most bibulons servant and still preserve



Central Glass Works, 66 West Broadway.

the artistic shape of the decanters, as they are not hidden in any way by the framework. Sets of various kinds, for water, wine, cordials and whiskeys, are to be seen in great variety; but their long suit is stemware We doubt if there is another exhibit in the world to compare with it, and every buyer should visit this showroom before leaving town.

The showroom at 16 West 33d street, where are beautiful examples of what the Royal Copenhagen Porcelain Works can produce, should be visited by everyone having the slightest interest in the china industry. One of the principal exhibits is the blue fluted porcelain often called the "Danish pattern." It was produced about the year 1779 and immediately took the public fancy. This design, which is hand painted under glaze, is made in more than fifteen hundred different forms, and new shapes are constantly being executed. Another portion of the exhibit is the ware known as "Aluminia," vigorously decorative in character, and which has an individuality distinctively its own. The French critic, Henri Chevalier, says: "The Aluminia factory has not committed the blunder so frequent in ceramic art of allowing faience to deviate from its real nature and purpose. The artist has not attempted to impress upon it the delicate designs and subdued colorings which are more appropriate to porcelain. This is the reason for the success of the Copenhagen pottery."

At the showroom of Arthur A. Bean, 25 West Broadway, may be found the well-known Heisey line of pressed glass. The colonial patterns of this concern have set a high standard that has been followed with varying success by many. A portion of the showroom is also devoted to samples of the product of the Camden City Cut Glass Co.'s factory, which recognizes the ability of its New York representative by sending him first all new patterns and designs as soon as they are made. Mr. Bean also carries a full

line of the Laurel Cut Glass Co.'s samples. These goods are of excellent workmanship, and their producers are always up to date and early in the matter of new ideas. A comprehensive collection of glass, both pressed and cut, and well worth investigation.

The Buffalo Pottery is represented in New York A. H. Ledden, 65 West Broadway, where he carries a full line of samples of the popular Emerald Deldare ware and the "Willow" pattern. Among the new designs is the "Lucerne"—one of their latest. The Buffalo Pottery issue a booklet containing the legend of the Blue Willow ware; also one descriptive of the decorations on Deldare ware—"The Journey of Dr. Syntax." This latter is very interesting, and those who have not received a copy should send for one.

The East Liverpool Potteries Co. enjoy the distinction of being the only pottery concern in America with a line in New York City shown by a direct representative who carries nothing except the ware made by them. Edward A. Unger, manager of their New York office at 76 Park Place, says that the company are keeping abreast of the times by making special lines of ware adapted for retailing at five, ten, and twenty-five cents, thus giving the department stores and general trade an opportunity to compete with the stores selling these kind of goods exclusively. They also make a line of white ware and a full line of popular priced dinner sets, with open stock patterns in about a thousand different treatments, appealing to all classes of buyers. All of the ware is stamped with their old familiar trademark—a shield with the words "U. S. Pottery Co."

Fred Skelton takes much pride in exhibiting at 32 Park place the line of Chippendale glass made by the Jefferson Glass Co. He also represents the Beaver Valley Glass Co., manufacturers of pressed and blown tumblers. This line of samples is highly meritorious. Another line handled by Mr. Skelton is that of the Crystal Tumbler Co., a new concern making a line of tumblers of most excellent quality.

At 25 West Broadway Geo. Hamilton displays samples of several English firms. Furnival's hotel ware, vases and punch bowls will be found in large variety. The excellence and variety of the beautiful Marmora faience ornamental vases cannot fail to claim the attention of buyers. Another line is Hammersley & Co 's English bone china with gold incrustations—a form of decoration in which they excel. Also en-



Royal Copenhagen Porcelain Co., 16 West Thirty-Third Street.

ameled and gold decorations in designs of a high order artistically executed. Mr. Hamilton also displays the samples of William Lowe & Co., comprising a line of medium-priced English bone china, particularly in tea ware. They also make the sandwich saucer and cup which has found so much favor among buyers of late George Clews & Co.'s Rockingham teapots, plain and decorated, modeled and samian styles, together with Hollinshead & Kirkham's cheap dinnerware, are likewise to be found here.

Frank Miller at 25 West Broadway carries a complete line of the H. Northwood Co.'s samples of tableware, decorated lemonade and water sets, novelties, and a comphensive line of iridescent ware. He also represents the Monongah Glass Co., and shows their lines of pressed and blown tumblers and stemware, sodas, beer mugs, jellies, decanters and jugs. The decorations include etchings, rock crystal effects and cuttings of a light order.

Blown glass goods in an abundant and varied assortment are to be found at the showrooms of J. D. Dithridge, 25 West Broadway. Bryce Bros. Co, whose samples are here displayed, make a line of fine blown lead stemware, tumblers, decanters, carafes, etc., in needle etched, cut, sand blast and enameled decorations. Mr. Dithridge also shows a line of cut glass of the old school. "Old-fashioned, rich cut glass," describes it thoroughly. He is very proud of it, and doesn't hide his admiration when showing it to customers.

Paul Joseph is one of the few representatives who rent an entire building to display their samples. In his new showrooms he has an excellent opportunity to make a fine display of the Duncan & Miller Glass Co.'s line. Illustrations elsewhere in this issue show both exterior and interior. His newest line is an imitation of rock crystal decoration of the floral order, excellently conceived and executed. The success that the Duncan & Miller Glass Co. has achieved has been obtained through its product being always above the average and its designs always original and different.



Villeroy & Boch, 60 Park Place.

The showrooms of Haviland & Abbot contain thirty different patterns of open stock dinnerware and short lines. The quality of the goods needs no praise from us, for their celebrated Limoges china is famed throughout the American continent. The decorations embrace sprays, borders, gold edges, matt gold han-





VILLEROY & BOCH, 60 Park Place.

dles and incrusted gold borders, and the designs are far above the average. Originality in this direction is the point that has brought them to their present pinnacle of fame. The shapes are all good and the variety of special pieces almost unlimited. Buyers may have their orders filled immediately from stock.

The United States Glass Co., 29 Murray street, have next to the largest showroom in the country (and probably in the world) devoted to the display of the product of one concern manufacturing a similar line. The home office at Pittsburgh, where every piece manufactured by the company, from an individual salt cellar to the largest jar, and a long line of samples from privately-owned molds, are shown, occupies two floors comprising about 10,000 square feet. The New York office is 175 x 25 feet and extends through from 29 Murray street to 33 Warren. New York being the Mecca of all buyers, a line of samples is carried which not only meets the needs of the local market, but is suited to every locality in this country and for the company's large export business. Over 18,000 samples are shown, comprising pressed tableware, bar goods, stemware plain and decorated, lamps, blown tumblers and stemware, cut goods, engravings nd etchings, show jars, tablet jars, stationers' and confectioners' supplies, novelties, etc. In fact, everything in glass is represented except fruit jars, chimneys, bottles and window glass. Ths line is among the largest of its kind in the world, and represents the output of twelve factories.

Edward Butler, 69 Park place, makes displays of many lines of pottery, among them being Wedgwood & Co.'s Royal Imperial Porcelain dinnerware and the celebrated Wedgwood blue willow. Lingard, Webster & Co. are also represented here with their high grade Rockingham and Samian teapots. Mr. Butler also shows a classy line of dinnerware from the Soho Pottery Co., and the Foley art china from E. Brain & Co. A line of fancy vases come from the Jones Pottery, and T. G. Green & Co. send a desirable line of bowls and jugs. The original "Denby" fireproof cooking ware is to be found here, together with the line of Silicon china dinnerware and fancy goods made by Booths, Ltd.



FONDEVILLE & VAN IDERSTINE, 37 Warren St.

The samples displayed on Louis Levien's shelves and tables at 33 Murray street show what can be done on the glasscutter's wheel in the form of artistic work at a moderate price. He shows some floral designs with the petals in dull finish while the middle of the

flower has bright diamond cutting. The contrast is good and the general appearance most effective. The line consists of punch bowls, vases, water and claret jugs, vinegar, oil and cologne bottles, puff and jewel boxes, etc., and the prices will astonish visitors to his showroom.

Lamps of attractive designs and illuminating glassware in general are what have made the Phoenix Glass Co. so well known and have placed them in such a strong position that they cannot be overlooked. Their decorated lamps are made in such a variety



A. H. Ledden and Ledden & Bates, 65 West Broadway.

that we could not begin to describe them in the limited space at our disposal. The illustration elsewhere gives but an inadequate idea of the extent of their line. The designs bearing the white enamel lines which so clearly define the outlines are far above the average. The scenes depicted in the panels are beautifully worked out, and the color schemes have received careful attention. E. D. Terry has this particular branch of the business in hand, and will be glad to welcome all visitors.

Robert Slimmon & Co., whose showroom at 96 Church street is illustrated in this number, represent A. J. Wilkinson & Co., who make the beautiful Ori-

flamme ware, which in vases, jardinieres, etc., has a field to itself, and the well-known "Iris" pattern in dinnerware. Slimmon & Co. also handle the Bourne & Leigh line of Blue Willow dinnerware and the blue-banded bowls and butter crocks. They are also representatives for J. H. Weatherby & Son's and Upper Hanley Pottery Co.'s line of dinnerware. They carry a full line of R. Sudlow & Son's teapots, from plain rockingham to fine silver and gold effects. The samples from Collingwood Bros. also find a place in this spacious showroom and include English bone china. Then, too, the well known Devonshire ware from the Royal Aller Vale Pottery Co. is displayed here.

Fondeville & Van Iderstine have on exhibition a great variety of novelties. The samples of French earthenware from Keller & Guerin show some of the most salable things that come to this market, not only because of their quality, but the price. From Verreries de Portieux they show hotel and bar glassware in an infinite variety. Their designs are original, the glass is of a superior quality, and the decorations right up to the top notch of excellence. From the Stanley Pottery Co. comes vitrified hotel ware of an excellent grade and bright decoration; from John

Sadler they have an extremely pretty display of jet and Rockingham teapots; Alfred Hache & Co. send samples of fireproof cooking French china, the reputation of which has been long established; and from Benedikt von Poschinger they have long lines of roemers and fancy glassware. Altogether a comprehensive and inviting display.

The showrom of Julius Palme, 35 Barclay street, extends from Park place to Barclay street and contains the longest unbroken shelves of glassware in the District. Upon them may be found Bohemian

Royal Doulton samples should be visited by every buyer who comes to New York, for the exhibition contains the work of the most celebrated artists in Staffordshire. The exquisite models of Mr. Noke will be seen in the illustration on another page, the shapes being clearly depicted. The roses of Raby, the orchids of Dewsberry, the castle scenes of Plant, are all here, together with the fiish and game decorations of Hancock and Wilson. A veritable art gallery that will well repay the time devoted to its study. Many patterns of the celebrated hotel and dinnerware from the Grindley potteries are also on view.



Edward Butler, 67 Park Place.

water sets from the cheapest to the finest encrusted gold decoration. Also vases of artistic conception. On the centre table in the foreground of the illustration on another page will be seen the controlled dinnerware patterns and hotel china, both white and decorated. On the right of the picture are shelves containing the product of the well-known Kossuch-Janos Hungarian factory. This line comprises roemers, bar and hotel glassware, and many creations in engraved designs. There is also a good line of Hungarian bungalow ware in very attractive, well-executed patterns and designs.

The showroom at 44 Murray street containing the

Wm. S. Pitcairn, who presides over this well-ordered showroom, is a genial host as well as a most capable business man, and will spare no efforts to make visitors welcome.

Fensterer & Ruhe, 47 Murray street, are the American representatives of the well-known Aynsley china. This English bone china factory has been established since the early part of last century, and on its staff are some of the best artists in the line. Since the death of Mr. Aynsley senior, his son, who took the reins, has forged ahead rapidly. He sent his two sons to visit the trade here and become familiar with conditions, with the result that they are now in

a position to fill any orders that American taste dictates. If buyers of English china will look over this line without prejudice they must of necessity compare it favorably with many such lines on the market when the price at which it is offered is taken into consideration. These showrooms also contain an interesting exhibit of "R na" glass, carried in ten different open stock patterns ranging from moderate priced to the most expensive. The plain lines are particularly adapted for monograms or gold decorations. The etched patterns are well executed and the artistic conception of the desigus is excellent. Besides these special lines Fensterer & Ruhe carry everything in glass and china that goes to make up a china and glass department.



A. A. Bean, 25 West Broadway.

WOMEN AS COMMERCIAL TRAVELERS.

SOME manufacturers who employ many men for the road say that they would employ more women if they could get the right kind. Other manufacturers who employ an equally large number of commercial travellers say that they prefer not to employ women at all. Of the latter class is the manager of a large perfumery concern which employs salesmen to introduce its goods all over the United States. This man hasn't any tales to relate of woman's deficiency, for the reason that he has never given a woman a chance at the work.

"Yes," he admits, "many women have applied for a chance to sell our goods on the road, but so far I have refused. I understand, however, that most of the perfumery manufacturers with headquarters in New York do employ women to travel for them, and so far as I know these women get good results."

"The trouble is," said another manufacturer who is puzzled, he confesses, at the small number of women suitable for the work who come his way, "not that manufacturers in general don't care to employ women drummers, but that they find so few applicants who come up to the requirements. In the last year, speaking offhand, probably twice as many women have applied for this sort of work as applied last year. Women in general I think recognize that there is good money to be made in the business, but not one in fifty realizes that with competition so keen a traveling saleswoman must work hard if she would compete with salesmen who have been in training for years.

"Whenever I meet a woman who seems the right sort I close the bargain at once, no matter whether she is a novice or not. As every one knows, there must be a first time to everything. We manufacturers can usually sense business ability in a woman and are glad enough to turn it to account in our own behalf when

we get a chance. There is a lot of talk these days about woman's ability in every sort of money-making pursuit, and maybe it is justified. All the same, there are mighty few competent travelling saleswomen in the field."

One woman drummer to thirty men drummers is the proportion maintained on the payroll of a leading corset manufacturer. Here is a field one would think peculiarly feminine.

When a manager who himself had previously been on the road and was thoroughly posted, or thought he was, about the relative ability of men and women drummers in handling this article was asked why he did not employ more travelling saleswomen, he answered:



Robert Slimmon & Co., 96 Church St.

"Can't get 'em—the kind, I mean, who would justify our sending them out on a trip certain to eat up a lot of good money for travelling expenses and salary whether goods are sold or not. As a rule women have less good business sense than men, and some of the exceptions who want to sell goods on the road haven't good enough health to stand the strain of travelling all night and working all day, which often happens a week or more at a time.

"A percentage of the women who ask me for a job of this kind say that they just adore travelling and choose the work because it will give them a chance to see a good deal of the United States; and I have no doubt they tell the truth. Probably they would make splendid travellers and not mind average hardships at all. But being a good traveller merely won't sell goods or command the respect or attention of merchants, who, by the way, don't always have on their party manners.

"There are very few women drummers selling women's suits, cloaks or millinery. Groceries, chewing gum, perfumes, notions, neckwear and other fancy articles, though, are handled frequently by travelling saleswomen.

"No, the story that business women have to suffer indignities when travelling is all bosh. The right sort of women can travel anywhere in the United States now without incurring any disrespectful attentions whatever from men drummers or any one else. But, if a woman is thinking of playing off her good looks, good clothes and pretty manners to get business, she is apt to get less business than indignities.

"An attractive woman who seemed to have a lot of sense and considerable business ability, and who applied to me for work recently, impressed me so favorably that I was about to consent to give her a trial, when she surprised me by saying, 'I can coax any one I come in contact with by whatever I have to sell.' That settled it. She didn't get the job. Mentally I said, 'You are a fool to imagine merchants can be coaxed into placing large orders for goods or that we want to sell our goods by coaxing.'"

The manufacturer of an article useful to dressmakers which is being introduced all over the country by men

drummers employs a few women instructors, but stops there. He says simply: "I get better results from men salesmen. Comparatively the instructor's work is easy. She goes to the merchants in a town and to the directories, getting the names and addresses of dressmakers, on whom she then calls offering to show them or their employees how to use our manufacture. She does not ask them to buy, nor will she take orders for the goods. Should the dressmakers want to purchase, they must go to the merchant in town who sells our goods.

"I have no prejudice against women drummers, but the fact is there are not enough good ones in the market. The women who have applied to me were not in my opinion well enough equipped for the work."

A woman commercial traveller who has been ten years on the road, who likes the work and finds it highly profitable, says that a far larger number of women have applied in the last two or three years for employment as travelling saleswomen than ever before, and that the number is increasing.

The fact that more of these women are not employed is partly due, she thinks, to a certain prejudice felt against them by men drummers as well as by merchants. It was also true, she conceded, that a percentage of the applicants were not fitted for the work, being in some cases too young, in others too frail looking or too lacking the gift of gab, to quote her literally. Said she:

"There may be times when silence is golden, but a drummer lacking ready speech and plenty of it may be counted out at the start. For this reason most women, supposing they have other necessary qualifications, make better drummers than men do. Nowadays the drummer's job appeals to many bright women who like to move about and see something of the world and yet have no means to gratify that desire. Given a chance some of these women do well. Others expect too much in the way of politeness from the merchants with whom they deal and from their business associates of the other sex.

"I myself did at first, and I came mighty near throwing up my position after the first trip—would have done it in fact only that my employer gave me some sensible advice and praised my work.

"It made me mad to have some of those Western merchants answer roughly when I tried to show them goods. Rebuffs that slide off a salesman's shoulders seemed to stick fast to mine, until I learned not to mind them. When I stopped minding them, I didn't get so many either.

"Fortunately, my territory was in the West, which is perhaps the easiest field for a woman commercial traveller, just as the South is the hardest.

"In the West there are no preconceived prejudices against women entering any field of work, no venerable conventions to combat. The country is too new. A business woman of respectability and intelligence is apt



East Liverpool Potteries Co., 76 Park Place.

to be cordially received everywhere. In the South it is different. The conventions there have always kept women at home or at least out of business life and a business atmosphere. The average business woman will not get the glad hand from the average Southern woman, and a travelling saleswoman has no chance at all. In the hotels guests hold themselves aloof from strangers, especially from persons travelling on business. It is simply the custom, a matter of tradition. No slight is intended; nevertheless, a woman drummer can't help but feel the chilly atmosphere and it makes her feel lonely.

"Some young women I have known who started out well and had good qualifications for the work queered themselves with their employer the first trip by telling of unwelcome attentions thrust on them while travelling —attentions they won't get after they learn how to maintain a strictly business manner when with strangers.

"I remember one occasion when I arrived at a hotel in a far Southern town quite late in the evening, being asked by the clerk if I would go up and see what ailed a young woman who had registered a half hour earlier and had gone at once to her room, saying she did not want any supper. She was crying, the clerk added.

"Knowing that the girl must be a commercial traveller, I did as I was asked and found her boohooing at a great rate. 'I never was so insulted in my life,' she wailed; 'the man actually asked me to run away with him.'

"I confess that I was a little out of patience with her.

" 'But you haven't run away with him and you don't have to run away with him, so what is the use of crying about it?' I told her. 'That was his way, probably, of trying to pay you a compliment.'

" 'Were you talking business when he made the proposition?' I asked. She thought a minute.

" 'We had been talking business but had gradually wandered off to other topics.'

" 'Cheer up,' I answered, 'and come down to supper with me. Don't tell your experience to any one else and unless you are looking for compliments it will be wiser in the future to confine your conversation strictly to the business in hand when meeting strangers.'

"She took my advice, kept her job and is doing well.

"A bright woman in good health finds this work both remunerative and interesting, even though it is exhausting at times, and more and more high class women are taking it up. One thing which has increased the number of applicants is the greater comforts and conveniences of travel now found in even the most out of the way sections."



HAVILAND & ABBOT, 29 Barclay St.

BREAKING IT GENTLY.

SERVANT (to mistress)—**Please, mum, I've just wiped this cup in two.**





Cox & Lafferty, 25 Park Place.

PAINTING DOLL HEADS.

HERE was a time when all of the enormous number of doll heads sold in the United States were imported from Europe, being made in Germany and France; but now a great many doll heads are made here.

The doll heads of American manufacture are made of a composition that is unbreakable; you can drop one of these heads on the floor or throw it down and it won't break. Many of these dolls are made not with the traditional doll faces but with faces that are most natural and attractive, copied from living children.

In a city factory in which such doll heads are made you might see at one end of a long loft men at work casting those heads in metal moulds. In the midsection of the long room you would see rising in tier above tier long lines of doll heads, thousands of them. Many of them are fresh from the mould, the material being of a pale brownish or grayish color. Others have been tinted with the flesh tint. At the windows in the front of the room you would see at work the doll head painters.

The doll heads are brought forward in lots of fifty or so on trays from whose bottom rise at regular intervals long rows of metal pins, each pin supporting a head. Carried in this manner the heads are kept apart through the painting and drying processes and thus kept supported they can be the more easily picked up and handled.

It may be that the hair is painted on with an air brush, by which paint is sprayed on from a tiny funnel. Here is set up on the table a tray of heads, fifty of these heads, each on its spindle, in long rows, and then the hair painter picks off one of these heads and holds it in the spray from the air brush.

And it is likely to make you smile to note the effect of the first touch of paint on his head, the beginning of a growth of hair; and now you see the painter turning the head deftly as he holds it, and so that he shall get the paint just where it is wanted and nowhere else, and almost before you know it he has clothed that doll head with a complete head of hair—and a wonderful change it makes!—and has set the head back on its spindle and has picked off and begun on the next.

So he works on steadily until he has put hair on all these heads; and then the tray of heads with hair on goes to the next painter, who paints on the eyes.

Blue, very likely, the color of the eyes is to be, and the painter has before him a little holder containing bright blue paint and he has also delicate brushes, for the eyes are painted by hand. The eye painter picks a head off its spindle and dips one of the brushes in the blue paint and paints an eye on the head. Very smoothly and easily and perfectly he does this, and then as quickly he paints on the other eye, and it's astonishing what a difference eyes made on what had been just previously a face, blank and sightless!



F. W. Reichenbacher 25 West Broadway.

Now, having painted on those eyes, the painter puts this head back on its spindle and picks off the next; and you wonder at that. Isn't he going to finish the face? Going to paint on the eyebrows and eyelashes and paint the lips? But it seems he isn't? He takes the next head and paints the eyes on that and then the next one until he has painted the eyes on all, and then here is the tray full of heads with hair and eyes. But why didn't he finish the faces when he was about them? The answer is that by another method it can be done more rapidly and more economically.

If the painter were to paint in all the features at one handling of the head he would need to have before him paints of different colors and for these various paints he would have to have various brushes. These various brushes he would have to lay down and pick up; and for each of the various features painted he would have to readjust his touch, all these operations taking more or less time. So the painter puts on only one feature at a time.

And now here is that tray of doll heads with hair and eyes on, and now the painter begins on these heads with brown paint and brush and paints in their eyebrows and eyelashes; and it's wonderful what a difference these touches of paint, the eyebrows, give to the doll faces. They are beginning to get very human and lifelike now; and, when these heads have all been finished that far, the painter begins on them anew, this time with red paint, and now upon one after another he paints their rosy lips.

A surprising change indeed this makes; with the lips painted on, all the features seem suddenly to come into vitality, the face beams at you now with lifelike naturalness, and when it has been brought to that point the painting of the doll head is finished.—*Sun.*



FRANK MILLER, 25 West Broadway.

THOUGHTS FOR SALESMEN.

WE are all salesmen in one way or another. The laborer sells his ability to work and secures compensation largely dependent upon his physical strength, together with the experience of his foreman to get from him the best results. The professional man sells the results of his brains, which have been acquired, generally, in schools and colleges, from the study of past experience and precedent pertaining to the particular profession to which he devotes himself; but salesmen must accomplish success alone, by their individual thought, initiative and action.

Do not force a sale. As a general thing, your buyer knows what he wants and when he wants it, and the good salesman will watch his chance and be on the spot at the right time. There are, of course, persons who do not know what they want, and the salesman then has to be the advisor and the salesman as well, but I

find in the majority of cases that the buyer knows quite well what he wants and, if the results of your efforts please him, you will stand a much better chance of retaining his trade. On the other hand, if you prevail upon him to buy something that you think he wants and it turns out afterwards that he does not want it, he will come to the conclusion that you are not working for his interest, and you will lose his good will. Selling should be mutual; the buyer should be quite as pleased with his trade as the seller. If it is not so, there is sure to be a feeling of dissatisfaction. A satisfied customer is worth a great deal, and so it is necessary for the salesman to study his needs, his conditions, and work for his customer's best interest.

Now, just a word on prices and credits. Do not try too hard to sell your goods only on price. Anyone can give things away. Secure the confidence of your buyer. Make him believe in the integrity of your goods and your house, get him into your train of thought—that your goods just suit him—and the price will come.—*Metal Worker.*

RESULTS OF THE CONFERENCE.

THE final results of the joint wage conference between committees representing the United States Potters' Association and the National Brotherhood of Operative Potters, which was reached last Saturday morning at the Hotel Chalfonte, Atlantic City, N. J., is officially announced as follows:

Wage agreement in effect for the two years ending October 1, 1911, with concessions in favor of the workmen, to be renewed for a term of two years expiring October 1, 1913.

The conference recommends that the punching of kilns and the sweeping in the kilnshed, while kilnmen are at work, be discontinued.

A committee of three representatives from the Brotherhood and a similar number from the United States Potters' Association, to be appointed to devise ways and means within the next three months, to prevent the raising of dust when emptying saggers in china kilns.

The proposition pertaining to china ware was referred to a committee consisting of Moses Colear and James Mulhearn, of Trenton, N. J., members of the labor committee of the United States Potters' Association, and First Vice-President F. J. Hutchins, of Trenton, connected with the Brotherhood, with authority to appoint a sub-committee, who shall endeavor to arrive at a satisfactory adjustment of sizes, prices and working conditions in all china branches.

A committee of three manufacturers and three operatives will be appointed to confer within three months for the purpose of effecting an equitable arrangement whereby saggermakers shall be relieved of the actual work of preparing sagger clay.

All glost props and bats, tile, door-liners, bitstone, fret and stain will be delivered to kiln door by the firm, the fret, stain and bitstone to be in sagger ready for the kiln.

Journeymen general ware pressers shall be paid $3.50 per day when working day wage, an increase of 50 cents.

The ratio of apprentice pressers and casters to journeymen shall be one to five, whereas it was formerly two to three.

The casting price of Rocalle restaurant creams was settled at 20 cents, an increase of two cents.

The low parlor spittoon made by the Smith-Phillips China Co. was referred to the Western Standing Committee for adjustment. The butters from Harker's pottery were also referred to the same committee.

The 12s ewer, made at the International Pottery Company's plant at Trenton, was referred to the Eastern Standing Committee for adjustment.

It was agreed that whenever a vacancy occurs on a jumbo jigger, as a result of death, retirement or the acceptance of another position by the operator, the journeyman presser shall be given the preference, providing the N. B. of O. P. cannot furnish a jiggerman for the position.

No apprentice dishmaker shall be employed for at least one year or until all journeymen dishmakers are steadily employed. A provision was made later to the effect that the proposition would be accepted provided no competent dishmaker could be found.

The firms shall furnish sufficient baskets for the proper drawing of the kilns.

Where kilndrawers are required to carry ware long distances, it was recommended that the injustice be remedied.

Pressers will receive 18 cents per dozen for mustard covers, an increase of one cent.

The sticking-up price of the Graham egg cup was settled at 15 cents per dozen, an increase of two cents.

Buckwheat cups, including jiggering and finishing, were settled at a price of five cents per dozen.

It was agreed to resubmit to the Western Standing Committee the proposition of the large fruits at the Sebring Pottery Company's plant.

An increase of one-half cent per dozen over the plain edge soups list price was agreed on the plain edge coupe soups.

The question of determining the size of an article from the block mould measurement was referred to a special committee to be named later, with instructions to investigate the report at the next conference.

The manufacturers acquiesced to a proposition to equitably distribute the work in all branches when orders were scarce, instead of giving it to a few and laying off men.

No workman shall be discharged for losses for which he is not responsible.

After an apprentice turner or handler has served his apprenticeship he shall not be discharged to make room for another apprentice, whether or not the proper ratio is maintained.

Any journeyman glost warehouseman, competent to do all classes of warehouse work, who can show a clear record of not less than four consecutive years' work in the warehouse, shall receive not less than $2.50 per day, the firm to be the judge of the competency. This shall not interfere with higher wages in particular cases.

No settlement shall be regarded as final or binding unless reported to the standing committee. Such report shall contain the name, size and price of the article, together with the name of the firm and the man making the ware.

Each firm and its employees shall mutually arrange for the sweeping of the floors of the clay shops.

The conference will recommend that heat be provided in departments where workmen are exposed to excessive cold.

It was recommended that the Blower system of heating, which the workmen claim is injurious to them, be investigated and an effort made to remedy it.

All potteries shall provide sanitary closets.

For blocking and casting mouldmakers shall be paid 50 cents per hour. This is an advance of 50 cents per day, as the mouldmakers formerly worked nine hours for $4.

The manufacturers shall investigate the distance jiggermen are compelled to carry moulds and make an effort to remedy conditions in extreme cases.

The prices of plain edge ice creams and hotel butters was set at three cents per dozen, an increase of one-fourth cent.

Jiggermen shall not be required to hold their crews more than a half hour when an accident occurs.

Individual butters shall be rubbed or sponged by the firm before going to the kilnmen. This is a concession the kilnmen have sought for years.

The price list shall be revised and all articles which have been settled, but were not a part of the old list, shall be included.

GOLF IN SEPTEMBER.

THE committee which has the golf tournament in charge announces through its chairman, Harry P. Muirheid, that the annual tournament will be held probably some time in September. Entries may be made at any time from now on. The conditions will be the same as in all other contests. Entrance fee, $5, and, as was the case last year, contestants will pay their own expenses. Anyone connected with the crockery, glass and cognate trades is eligible, whether members of the Salesmen's Association or not. As usual, the CROCKERY AND GLASS JOURNAL will offer the trophy.

A PRACTICAL TOY.

AMONG the few toys that have a utilitaran feature is the three-coin bank put on the market by the Strobel & Wilken Co. The mechanism is so constructed that it registers nickels, dimes and quarters. The bank cannot be opened until ten dollars has been put in; then it opens automatically. Not only children but grown-ups will be interested in this bank. It retails for one dollar.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

A local jobber said this week that while in the past he was able to get his orders for pressed ware through in a few days, it now takes weeks, and orders for blown ware are about a month behind in delivery. He also said that prices were holding firm, although there was a tendency to slight increases on some of the lines

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Harry Cushwa, advertising manager of the United States Glass Co., and a former road salesman, is enjoying a two weeks' vacation along the Atlantic Coast. E. T. W. Craig, city salesman for this oompany, is spending his holiday with his family away from the city.

The Jefferson Glass Co , Follansbee, W. Va., is showing some rich effects in lighting glassware. One of the patterns has a wide crystal band extending from about half way down the length of the shade, while the upper part is etched. Their new black leaded line Mission and panel effect is one of the most popular the concern is showing for the fall trade.

A pocket-size catalogue will be issued by the Rochester Tumlber Co. within a fortnight containing illustrations of practically all patterns made by the company.

The Silicon Co. is making a special feature of lighting glassware this season in connection with its several lines of tumblers and jars. The salesmen of the company are covering the majority of the Western and Southern states, showing complete lines of these wares.

The Consolidated Lamp and Glass Co. is enlarging its Pittsburgh sample rooms, which are in charge of H. A. Tanner.

Gill Bros., of Steubenville, have started making a line of heavy lighting shades from a glass quite similar to the Alba glass first brought out by the Macbeth-Evans Co.

The Pittsburgh offices of the Genesee Cut Glass Co., which are in charge of W. R. Robb, have been removed to suite 6092 Jenkins Arcade Building, where a complete line of light and heavy cut patterns is being shown.

Among the buyers in the district during the last few days were J. J. Parkhurst, with S H. Kress & Co., New York; Mr. Rockefeller and son, Willoughby, O; Mrs. C. R. Hall, Reynoldsville, Pa; Mrs. Lucas, with Cummins & Co., Brooksville, Pa.

A. H. Heisey & Co., table ware manufacturers, Newark, O., have secured the services of R. E. Phillips, of Boston, who will represent the firm in the States of New York, Michigan, Ohio, and a portion of Pennsylvania.

The Flora-Colonial line of tableware of the Westmoreland Specialty Co. is having an excellent sale this season. The line is conceded to be one of the richest pressed lines before the trade to day. New pieces are continually being added.

This city now possesses the largest brass fixture factory in the United States, by reason of the Art Brass and Fixture Mfg. Co. locating its offices at McKee's Rocks, a suburb of the city. The battery of stamping machines is the largest ever assembled. Besides making lighting fixtures the concern will also go into the specialty line, making jars, pedestals, fern dishes, etc. The company brought the property formerly occupied by the Star Enameling Co., of this city.

Ripley & Co.'s pure food containers are in great demand. They are hygienic, non-absorbent, air-tight and fly-proof—qualities which appeal to the housewife. The result is that dealers are constantly sending in re orders

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There is hardly any line of glassware being given more prominence at present than lighting goods. For many years the sale of lighting glassware, so far as globes are concerned, was confined to about one channel but of tate the plumbers and grocers have been liberal buyers. Department stores, furniture stores and the five and ten cent stores are also large buy-

ers the more common upright and inverted lighting lines. With this variety of trade to call upon, it is no wonder the lighting glassware factories are so busy.

AT BOSTON.

IN the career of Joseph L. Pindar, partner in the long-established commission crockery house of Chase & Francis, is sufficient material for an interesting book. He was born about a half century ago in Lowell and was brought up in that section. At twenty-one he had an independent fortune, but was victimized in an unscrupulous business arrangement and lost every dollar. Recovering from this blow, Mr. Pindar began again, selling meat grinders at fairs about Lowell, these beiug purchased from Chase & Francis. The business grew tremendously, and it was not long ere he had two assistants and covered all the big fairs from Maine to Florida. Mr. Pindar's business relations with Chase & Francis were of such proportions that they insisted he should have desk room there, and soon afterwards, upon the retirement of Mr. Francis, he entered the firm. The photograph shows him about to enjoy a stroll of ten or twenty miles through the White Mountains, which is one of his favorite pasttimes. "Joe" likes all red-blooded recreation, such as walking, gunning, fishing, baseball, etc. He is widely esteemed in the crockery trade, and one never hears any remarks about "the big fellow" other than the boosting kind. "Joe" is happily married and has a fine home in the Back Bay district.



JOSEPH L. PINDAR

E. E. Wilgus opened the Buffalo Pottery's line at Young's Monday and will be here for the week.

Miss Leah Pike, assistant to J. J. Jacklin, buyer for the Henry Siegel Co., deparsed this week on a vacation to be spent at Maine.

Charles E. Emerson, of Chas. E. Emerson & Son, Haverhill, Mass., was one of last week's callers. Mr. Ellis, of Amory, Bigelow & Washburn, Salem, also dropped around to say "Howdy?"

The past week has seen a good increase in both wholesale and retail business. Bookings for September and Otcober shipments are numerous. Everyone reports that dealers' stocks thoughout New England are excedingly low. One big house here is stocking up thoroughly, fully believing in this fall's possibilities, and does not intend to take any chances of a stock shortage.

Miss McCarthy is now in charge of the brass department of F. Vorenberg & Co., succeeding Miss Story, resigned.

W. M. Pingree, of the Tajimi Co., got into open mail for a day, but left at once for upper New England on a two months' trip.

S. S. Hartwell, Gloucester, Mass , was in town this week renewing depleted stocks.

Brother Fairbanks was around buying goods this week for Clark, Sawyer & Co., Worcester.

Other buyers in town were: Frank Smith, with A. G. Pollard & Co., Lowell, and E. B. McBeth, with E. S. Brown Co., Fall River.

Among the crockery salesmen registered in Boston last week were William Scammell, with the Maddock Pottery Co, Trenton; Arthur Blackmer, New Bedford; George S Sylyia, with Pairpoint Corporation, New Bedford; H P Muirheid, with Maddock & Miller, New York; and William Techel, with the International Pottery, Trenton.

AT ST. LOUIS.

NOW that stocktaking is over with, buyers are beginning to look around and investigate the goods offered by local and traveling salesmen Orders however, in the main are still of the "fill in" variety, especially in table glassware.

Charles Lange, of the Lange China and Glass Co., has returned to his desk looking the picture of health.

A. Schuchat, crockery and glass buyer for the "Famous" is making preparation for his semi-annual trip East.

Robert Thal & Co's crockery and glass salesmen are preparing to leave next week for their respective territories South and Southwest.

W. A. Douglass, the Lancaster Glass Co's local representative, has returned to the Granite building after a two weeks' stay in the wilds of Missouri.

E. J. Parsine, buyer of cut glass for the F. W. Droster Jewelry Co., has returned to his post after a few weeks' outing.

Among the Potteries
East and West

East Liverpool and Vicinity.

C. L. Gray, for eighteen years general office manager at the Goodwin Pottery Co., has resigned, and September 1 will join Charles Howell Cook as general office and credit manager at Ford City. He will also have charge of the business of the Pennsylvania China Co., at Kittanning, Pa. His successor at the Goodwin plant has not been announced.

* *

The shortage of packing straw is becoming a serious matter. One concern here was unable to make shipments for a week, and was then only able to buy one carload. Oats straw is now selling at $8.50, although some wheat straw is mixed with it.

* *

Swaney Hall, formerly salesman for the Smith Glass Co., Mt. Pleasant, Pa., has gone with the Guernsey Earthenware Co., Cambridge, O.

* *

J. K. Hull, buyer for Joske Bros., San Antonio, Tex., was here during the past week placing orders for immediate shipment.

* *

Charles Ashbaugh, secretary of the West End Pottery Co., who has been spending a fortnight at Atlantic City with his family, has returned to his desk.

* *

W. S. George, president of the W. S. George Pottery Co., East Palestine, has started for the East in his automobile with his family, and after visiting New York will take in the "shore."

* *

C. H. McIntosh, secretary of the Ohio China Co., East Palestine, is temporarily in charge of the management of that company since the resignation of O. C. Walker, who has gone to Sebring.

* *

Another new idea has been advanced by the Smith-Phillips China Co. which gives promise of working a world of good. Only exclusive dinnerware patterns will hereafter be made. All patterns which were heretofore used by this concern and duplicated by other manufacturers have been thrown out. "Exclusiveness" is now the watchword of this company.

Wheeling, W. Va.

All salesmen for the Warwick China Co. have been at the home office this week arranging their new lines of hotel and dinner china, and the first trips with the new lines will commence next Monday. The first kiln of decorated ware in the new body was drawn late last week, and was eminently satisfactory. The company has nearly 200 different pieces in its new vitreous china line, making it one of the largest of the character in the country.

DuBois, Pa.

Lewis A. Fischel, W. H. Cannon and Frank Gahne have filed an application for a charter for the "Bohemian Art Pottery Co." at this place. The application will be up for hearing August 25. It will be the first pottery in this section.

New Castle, Pa.

J. E. Whittacre, until recently general superintendent of the Shenango China Co., has completed the formation of the Keystone China Co. with a capital stock of $200,000. No announcement of the plans of the company has been made.

Columbus, O.

The Sanitary Specialty Co. of Trenton has bought the plant formerly owned by the Bell Pottery Co. here and will place it in operation as soon as repairs can be completed. The property was formerly worth $200,000, and has been offered for sale several times. It is reported that the plant was secured at a bargain.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 17, 1911.

THIS issue of the CROCKERY AND GLASS JOURNAL will undoubtedly be preserved by visiting buyers, not only to take home and point out to their firms and staff the showrooms that they have to visit on their trips to New York, but because it will refresh their memories regarding those who represent different lines, as in each case the descriptive matter tells what firms are represented by the agents. And those of our subscribers who do not come to the city at this time cannot fail to be interested in the showrooms that appear in the illustrations. The benefit of all this to those houses which have been wise enough to use the advertising columns is very apparent. Their advertisements will be constantly before buyers who husband their copies for future reference.

WHY THE HUSTLER WINS OUT.

THE man who waits for opportunity to come knocking at his door will wake up some morning to discover that he has outlived his usefulness and grown gray doing it. He will discover that he has made nothing of himself and that the other fellows who started in life with him at the same time and who were not misled with the old libel about opportunity being a knocker are flying around in airships and getting their pictures on the front page of the afternoon papers.

The man who wants success in any line to-day is he who rolls up his sleeves, starts out with a club, a gun, a steel trap or whatever is most likely to catch the game, and himself lies in wait for opportunity. He will be followed by opportunity every minute he has. He will be striving and working, and pushing and hustling. Sometimes he may lose sight of the game, but he will keep on and on.

When a man goes hunting in the woods, he tramps where game ought to be until he finds tracks. Then he follows the tracks. Maybe he gets a glimpse at the game occasionally, but he keeps on and on. Probably not more than once or twice in a while will he see what he seeks, but finally he comes upon it in the open and it is his. Just so with opportunity.

PERSONAL.

A CLUB cruise is one of the most pleasant forms of amusement at this time of the year, and that is what Frank Miller has been enjoying. Starting from New York with other members of his club in their various motor crafts, the first point of call was Black Rock, near Stamford; then Morris Cave, near New Haven; on to Thimble Island; and then to Port Jervis, North Point and Huntington, from whence Mr. Miller returned to New Rochelle, the starting point. The cruise lasted from Saturday morning till Wednesday night. The "Gypsie" behaved splendidly, as usual.

After a seven weeks' trip to Europe, J. A. O'Connell, with A. Stowell & Co., Boston, returned to New York on Thursday. He left the same day for Boston.

Martin & Naylor Co., Gloversville, N. Y., were represented in the District this week, and orders for glassware and china were given liberally.

J. M. Irish, with H. Sturtevant Co., Zanesville, O., was a welcome visitor in many of the agencies this week. He placed many orders.

E. W. Schulz, with Herman C. Kupper, was back at his desk on Monday after a vacation spent at home. He was debarred from going to the resort that he had selected to spend his holiday by the fact that one of his children has whooping cough.

R. H. Schnepf, of the Columbus (O.) Dry Goods Co., said last week when he was in the District that prospects in the Middle West for a prosperous year are excellent.

Among those displaying cut glass samples in New York the past week was A. P. Chapman, of Demer Bros. He showed an excellent line of tumblers and water jugs. Their new Lotus design has

met the approval of buyers in a most substantial manner. Although the goods are "all cut," the prices are not excessive. The treasurer and secretary of the company, Philip Demer, was also in town for a few days on a special mission.

⚜

A. F. Wylie, New Haven, Conn., has recovered from the serious operation performed upon him recently, and is now back at his desk.

⚜

Charles Hall, Springfield, Mass., returned from a trip abroad last week. Besides visiting the pottery centers of Europe, he extended his trip into Egypt and the Holy Land, and was fortunate in securing some unique specimens of pottery and furniture to interest the people of his town.

⚜

W. Kennard, buyer for Frederick & Nelson, Seattle, arrived in New York Saturday on his second trip for the year. This speaks well for the business of his firm.

⚜

David Saunders, with the Siegel-Cooper Co., Chicago, arrived in New York on Monday. He can be found at the firm's New York store, Nineteenth street and Sixth avenue.

⚜

The Hon. Dwight Hewes, of Mellen & Hewes, Hartford, Conn., who underwent a severe operation for intestinal troubles last week, is reported as recovering nicely.

⚜

G. W. White, better known as "Six-feet-four" White, formerly with the American Silver Co., which was subsidiary to the Bristol Brass Co., is now established as manufacturer's agent at 15 Maiden Lane, representing the White Silver Co. and the Regal Silver Mfg Co.

⚜

F. J. Kerford, with Loeb Hermanos, who comes all the way from Mexico City to buy the things that the crockery and glass district provides, says that to take cut glass to Mexico is an expensive proposition. An article costing four dollars here cost twelve by the time it reaches the sales counter there, without counting the retailer's profit to be added.

⚜

Geo. B. Jones, representing the Johnson Bros., Hanley, Eng, returned from a week's recreation Monday, and is at his desk attending to business as usual.

⚜

Not until the soldiers stationed on the border line during the recent Mexican trouble had been ordered away was it possible for J. K. Hull, with Joske Bros. San Antonio, Tex., to pay his usual visit to the New York market. However, he is in the city now, and his cherubic countenance has delighted many of his friends in the District this week.

⚜

John J. Miller and his son Meredith, who are in Enrope, were booked to sail for home on the 'Corona' leaving Wednesday, but cable despatches announce that owing to the labor troubles in Liverpool the steamship was held up.

⚜

A. Stuart Johnson, of Alfred Meakin's, Staffordshire, England, is spending a short season here as the guest of H. C. Edmiston.

⚜

C. Merts Franzheim has left the Pennsylvania China Co. to represent his father's interests among the trade in the potters' materials business. It was a matter of mutual regret that Mr. Franzheim was compelled to sever his relations with the management of the Ford City and Kittanning plants, which have always been of the most harmonious and agreeable nature.

⚜

The partnership existing between O'Donnell & Dorner was dissolved August 16.

A FAMILY OF GLASS CUTTERS.

A NEW glass cutting company has been incorporated that has the distinction of being composed of a family of ten, all of whom are practical glass cutters. This concern is the "Demer Brothers, Inc." of Great Bend, Pa., successors to the Herbeck-Demer Co, Halstead, Pa. Joseph Demer is president, Henry vice-president, Philip secretary and treasurer, Frank general manager, and Fred superintendent. Jacob and Chris are on the board of directors. The father and three sisters complete the family, and are just as capable as the brothers. They have bought the Kohlus plant at Clark Summit and have moved it over to Great Bend, Pa.

ALLEGED UNDERVALUATION ON PACIFIC COAST.

A DESPATCH from San Francisco says that an investigation of alleged undervaluation frauds involving several millions of dollars has been instituted by the Customs authorities at that port. The investigation centres around some of the biggest importers of Oriental wares in the United States. Held at the Custom House are at present five hundred cases of Oriental wares consigned to a single firm. The goods consist principally of crockery, alleged to be vastly

undervalued. A similar consignment billed to the same firm is being held at Seattle.

The government authorities first received information of the alleged undervaluation of wares imported by the firm involved from other importers, who complained that they were unable to compete with the firm in the sale of a certain class of goods.

THE CONDITION OF BUSINESS.

New York. The business outlook is improving with every day. Buyers are taking more goods than they did last year at this time, and another good feature is that they buy as if they wanted them—there is no necessity of forcing goods.

The demand is not limited to any particular class, the call being for nearly everything that is made, with perhaps a slight exception in the matter of fancy goods. Whether it is because buyers have stocks of these, or whether consumers are not requiring this class of ware, they do not move very rapidly. Staples, particularly open stock dinnerware, are in fairly active request.

In glassware, blown goods are much wanted, and many of the factories are behind on shipments.

There has been quite a spurt in lamps and lighting goods, and manufacturers of these are fairly busy.

Cut glass, too, is looking up, and there has been a fair business on this line.

While there are many visitors here in town, they are comparatively few to what are expected next week and the week after, when it is thought that the biggest congregation of buyers even seen in New York at one time will be here to visit the National Household Show. The finishing touches to the exhibition are being put on, and the management promises that that everything will be in good order by Saturday night.

Pittsburgh and Vicinity. Factories here have been rushed during the past week, with the result that some shipments are going out late. The demand for pressed lines is better, while the blown goods are selling as usual. Lamps are moving rather freely.

East Liverpool and Vicinity. Orders continue rather irregular with the pottery manufacturers. Salesmen have been sending in some new business, but the demands are not of an extensive character. The potters are cheerful, however.

ON THE PACIFIC COAST.

THERE has been no change in the trade conditions of San Francisco during the past few weeks and nothing of importance is expected until the fall business is well under way. The local crockery and glass warehouses are uow preparing for the arrival of the fall goods, and clearance sales were begun some time ago at most of the larger houses.

The American Import Co. is selling out the entire stock of samples now on hand and will show a complete new lot within the next few weeks. Mr. Merton leaves in a short while for a several months' trip, going as far east as Chicago, then to Kansas and New Orleans, making all the important points in this territory.

M. H. Smith, representing S. A. Weller, Zanesville, O., is expected in San Francisco in a few days with a complete line of samples of his company's art goods.

F. M. Dunn of the United States Co's local office is now on his trip through the northern territory and reports business very good in that section. The local office is also doing an excellent business.

P. Partridge, manager of the crockery department of the Emporium, has recently returned from a two weeks vacation, and says that the July sale of fancy china, which was brought to a close during his absence, was a big success, and the stock was practically cleared out.

F. A. Wall, vice-president of H. F. Wichman & Co. Honolulu, handlers of jewelry, silverware, fine china, and cut glass, was one of the recent visitors to San Francisco. Mr. Wall is combining business and pleasure; doing some buying for his house while on his vacation trip.

George Boomer, of the Plume & Atwood Co., expects to leave shortly for a trip to the East. The summer business of the local office has been very good.

Sylvester Baker, representing the Macbeth-Evans Co., recently received a new line of the company's iridescent shades. Mr. Baker will leave soon on his fall trip through southern California.

B. F. Heastand, of the Fostoria Glass Company, leaves in a few days for a several weeks' trip to the Eastern cities.

Chas. Brown & Co., general housefurnishers and hardware dealers on Market street, report a very active business in the crockery and glassware department.

Some new and very attractive styles in brass and pottery lines are being shown by H. J. Gute, local

representative of Manning, Bowman & Co. Mr. Gute has just returned from a very successful trip through the Coast territory.

OBJECTS TO OUR EDITORIAL.

NEW YORK, August 11, 1911.

Editor CROCKERY AND GLASS JOURNAL

Dear Sir: The writer wishes to enter a protest against your editorial of this week.

The firm which accepts an order without looking at its printed conditions certainly should not blame any living person for its carelessness but itself.

The terms printed on order sheets should not be termed "a trick," even by the learned editors of the CROCKERY AND GLASS JOURNAL. Every respectable firm has conditions printed on order copy, and no buyer "abrogates" terms. We are paid to obtain the best, and as the charge for packages is not an "established custom" except with a very small portion of the firms a china and glsss buyer has business dealings with, your claim, to say the least, is a little unjust.

If the seller doesn't like terms buyer has to offer, God knows he can refuse them, just the same as the buyer can refuse to accept terms the seller offers.

In this office no order is passed without first arranging all conditions with representative of factory, but I would without question stand by the man who made out the order you refer to.

The words "presumes," "audacity," "trick," should be resented by every buyer. You have no reader of your paper who more fully appreciates its good points than the writer, and he would truly regret not receiving it every week, but on this question you have departed from the broad road of justice to the narrow path of seeing things from one side only.

Yes, "things are coming to a pretty pass" when editors of trade journals try to cover up the carelessness of manufacturers or wholesalers by abusing the buyers of their merchandise.

Very respectfully yours

JOHN H. LING.

AT MADISON SQUARE GARDEN.

THE National Household Show opens Saturday evening, August 19. Among the exhibitors in our special lines are the following:

The Pioneer Cut Glass Co., Carbondale, Pa., will show its line of distinctly American cut glass.

The Utopian Silver Desposit and Novelty Co. will display some very fine specimens of what can be done in the combination of silver and glass. Not only are their shapes of the very latest design, but the decorations are unique.

Haviland & Abbot Co. will show their famous Limoges china in all the various grades, ranging from the popular-priced to the latest novelties from Europe.

The Guernsey Earthenware Co. will demonstrate with their samples of fine cooking ware the astonishing progress made in this direction in the last few years.

Abels & Co will prove that no well-equipped crockery shop can display its wares properly without their easels.

A. R. Marryatt will show samples of floral designs in high grade cut glass.

L. Straus & Sons will have an array of specialties that will prove exceedingly interesting.

Stewart & Crocker will show their lines of cut glass.

Wm. M. Warren will have charge of the lines of the West End Pottery Co., Reed Specialty Co. and McCoy Pottery Co.

The CROCKERY AND GLASS JOURNAL will maintain an Information Bureau for the benefit of buyers and salesmen in its special lines.

A complete directory of exhibits and exhibitors is printed on pages 62 and 63 of this issue.

AT PITTSBURGH.

BUYERS are coming into the district from all points in Western Pennsylvania, Eastern Ohio and West Virginia, and fall buying has opened for import lines and fancy goods.

* *

The George H. Bowman Co. of Cleveland are occupying the large banquet room at the Monongahela House with the most extensive exhibit the concern has ever made here.

*

Fred Kilue has been at the Ft. Pitt Hotel with the lines of the Warner-Keffer China Co., East Liverpool

* *

Mr. A. Herr is back in the Pittsburgh sample rooms of Bawo & Dotter. Ben Pritchard will work in conjunction with Mr. Herr.

* *

S. T. Pletcher waa registered at the Hotel Anderson with the lines of S. A. Weller, Zanesville, O.

* *

The local sample rooms of Kinney & Levan are unusually active these days, and it is really a hard matter to "get the ear" of the manager, W. W. Lang. All the new fancy goods lines have been placed on display, while additions to the dinnerware and glass lines are being made almost daily. New lighting fixtures are also being shown, while the Japanese lines are the richest even seen in the district.

* *

James Young, assistant to T. A Neely at the Boggs & Buhl store, is enjoying a two weeks' holiday.

Thomas R. Crock of this city has left for the East in the interest of the Jefferson Glass Co.

* *

Miss M. Haggerty, of the china and glass department of the Horne store, has returned from an Eastern buying trip.

* *

W. W. Woodward is expected at the Fort Pitt next week with the new vitreous china lines of the Warwick China Co., Wheeling.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J K Hull, with Joske Bros Co, c, San Antonio, Tex. 45 East 17th.

J E Fleischmann, with I Freimuth, hf, Duluth. 100 Fifth avenue.

H Solomon, with Rothschild & Co, t, Chicago. 215 Fourth avenue.

M E Herz, of A Herz, hf, Terre Haute. 156 Fifth avenue.

W O Day, with Miller & Rhoads, hf, Richmond, Va. 55 White.

D Saunders, with Siegel Cooper Co, c, g, Chicago. Sixth avenue and 20th.

L M Freeland, with J B White & Co, c, g, Augusta, Ga. 214 Church.

F W Pickup, with H H Sturtevant, Co, hf, Zanesville, O. 214 Church.

A A Breton, with Shartenburg & Robinson, New Haven. Spring.

R B Bunting, with B Lowenstein & Bros, t, Memphis. 43 Leonard.

T J Haile and J L Hanes, with Castner-Knott D G Co, hf, Nashville. 214 Church.

A Baker, with Wm Barr D G Co, c, g, St Louis. 4 Washington place.

J H Hahn, with Lion D G Co, hf, c, Toledo. 214 Church.

J F Ramp, with J Bacon & Sons, c, hf, t, Louisville, Ky. 214 Church.

W P Briggs, with Sibley, Lindsay & Curr Co, c, Rochester. 454 Broome,

W T Giles, with Loveman, Joseph & Loeb, hf, Birmingham, Ala. 31 Union square.

J J West, with Powers Merc Co, hf, c, Minneapolis. 214 Church.

F Kohn, with H Straus & Sons Co, hf, c, Louisville. 315 Fourth avenue.

Geo Burdge, c, North Manchester, Ind. Albert.

AT CHICAGO.

CROCKERY buyers from nearby territory who swarmed into Chicago to get a slant at the high flyers of the great aviation meet found the weather conditions better suited to a boat race than to wing-flapping exercises. Rain came down in chunks the first day, and many didn't wait to see what might follow.

* *

Paul Fueslein has returned from the East and is now busily showing the new importations of Bawo & Dotter to the Chicago crockery trade.

* *

Buyer Samuel J. Natkin, of The Fair china department, has returned from his vacation in fine fettle to meet the onslaught of incoming salesmen.

* *

Sales Manager C. P. Reddrop of the Summit China Co , Akron, O., has been in town looking over the territory as an outlet for the company's lines, for which a permanent salesroom may be later opened here.

* *

Buyer Ford, of the Burley & Tyrrell glass department, has gone on his annual summer outing, and is expected to be away about two weeks.

* *

Among the visiting buyers were: D D Fried, hf, Salt Lake City; R T Dennis, hf, Waco, Tex; W N Turnbull, hf, Superior, Wis; C G Haverty, hf, Atlanta, Ga; H E Brosod, c, Fullerton, Neb; W P Bonner, hf, c, Big Spring, Tex; W M Kaufman, c, g, Brownsville, Neb; W H Mason, c, g, Kingsley, Ia; J F Smith, c, g, Thorndale, Tex; W T Little, c, Goldthwaite, Tex; C F Peterson, c, New Windsor, Ill; C E Alexander, hf, c, g, Durango, Col; G R Whitfield, c, Mohall, N D; R L Best, c, g, Bismarck, N D; W W Wooley, hf, c, Montgomery, Mo; H F Pape, hf, c. Van Buren, Ark; M Y Woolfe, g, San Diego, Cal; W M Woodward, c, g, Independence, Ia; J J Ruckriegel, c, Ashkum, Ill; S W Dickson, c, Paris, Tex; W H McNachern, c, Wilmington, N C: E A Movina, c, Lidgerwood, N D; M S Gunderson, c, g, Dows, Ia; B W Sinclair, c, g, Marshall, Ia; H Steuse, c, g, New Glarias, Wis; W A Quimby, g, s, Lead, S D; R Newman, hf, c, g, San Francisco, Cal; J C Jarratt, c, Paragould, Ark; Y Hill, c, Smithville, Tex; M Wolff, c, g, Runge, Tex; S Joseph, c, Lockhart, Tex; N P Levinson, hf, Bartlesville, Okla; F L Oilar, hf, Lafayette, Ind; W P Day, hf, Durant, Okla; C P Hunter, hf, Newton, Ia; M Frank, hf, Cincinnati; and H Nathan, hf, St Louis, Mo.

HINTS FOR CROCKERY DEALERS.

THE following article may seem rather elementary to some who read it, but the author, writing in the London "Pottery Gazette," says that, after a long experience in travelling in various districts, has found the greatest ignorance existing among the dealers. Indeed, among the many retailers of crockery throughout the country, it is probable that there are very few who have a thorough knowledge of how pottery is made and from what materials. It would probably be found on examination that the majority were practically ignorant of all the phases of manufacture through which their stock in trade passes before it reaches their hands. While we cannot expect each individual in the trade to take a degree, yet it would seem that an elementary knowledge of the processes and materials that go to the making of good pottery should be a desirable equipment for an up-to-date merchant. The faculty of interesting a would-be purchaser in one's goods is the first step towards business, and, if the customer is assured that the vendor knows what he is talking about and that he is thoroughly conversant with the nature of the goods he is offering, confidence is established right away.

A knowledge of pottery and the modes of its produc-

tion are matters that should form a source of great interest to intelligent persons, and which, incidentally, might be the means of considerably increasing its sale. While it is manifestly impossible to deal even cursorily with the whole subject here, it may be that the following few hints will not come amiss, if only as an endeavor to enlist some slight interest in the subject, always premising that, although to some these may seem mere truisms, yet there are numbers of the fraternity to whom they will be quite new.

It will be noticed that on presenting an article, say a plate, for the inspection of a prospective customer he, or she, with the object of impressing the dealer that they know all about these things, will gravely place it on one hand and tap it with the other—in fact, "sound" it. At what conclusion they arrive from this procedure is difficult to say, except that they derive the satisfaction of knowing that it is not cracked, which, as a sample, it is not likely to be. There is, as a matter of fact, to the initiated, something more in the matter, as the operation shows pretty clearly if the article is "hard" or "easy" fired. As a rule, the higher the note sounds the harder fired is the piece, and consequently the more durable and less likely to craze or crack.

There is a general impression among the public that the glaze is a sort of varnish, but how it is that it does not come off under the stress of hot water and soap is a mystery that they cannot hope to unravel. However, those knowing a little more about it than this may be apt to fall in the error that the thicker the glaze the better; this is not so, and when a piece shows the hollows and crevices thickly filled with glaze there will be a decided tendency towards crazing. While on this subject, the dealer may be recommended to impress on his customers the undesirability of using domestic ware such as plates or cups that are crazed, as they should be broken at once. With continual use the small crevices or crazes get filled with minute fragments of food and dirt, not to mention germs, microbes, and all the small fry that scientists have brought into notice, which are not removed by washing and cause the article to develop an unpleasant odor and may be deleterious to health.

The shopkeeper is also advised to keep his stock well warehoused and dry. There appears to be an impression among many of the fraternity that anywhere is good enough to store ordinary crockery. Outhouses, sheds and other makeshift erections, insufficiently ventilated, and often damp and even wet, are frequently utilized; crates waiting to be unpacked are left uncovered or in damp places for considerable periods. All this is wrong. Continuous damp has a very bad effect on most glazed pottery, and if, on overhauling his stock at the end of a lengthy period, the careless retailer finds that crazing has been getting in its fell work among his plates and dishes, he has only himself to blame.

Another defect to which glaze is subject is what is technically known as "spitting out," an inelegant term it is true, but a descriptive one. This is often a result of insufficient glazing, or of bad materials, and it consists of a number of minute specks or eruptions in the glaze. "Spitting out" takes place either in the firing of the glaze or in the subsequent firing of the decoration and should be looked for by the dealer on the first inspection of the goods on arrival.

Coming now to defects of the actual making of the ware as distinct from the materials, it may be pointed out with regard to handled articles that when they are sounded they should ring clear and resonant. If there is a double note or an uncertain ring when the handle is tapped, it may be that the piece is "jarged"—another ugly term, indicating that the handle has not been properly and securely attached to the body. This is a somewhat serious defect, as it may entail rather awkward consequences in the case of teapots and such goods. If such an article is brought back to the dealer by the customer with the complaint that the handle came away without it being subjected to undue violence, it should be carefully examined, and if the fractured parts are smooth and level for the most part and do not bear evidence of having become amalgamated with the body of the article, it was probably "jarged" and should not have been sent out by the manufacturer, and a claim should be made. If, on the other hand, there remain fragments of the handle sticking to the body of the piece over the greater part of the attached surface, the article has had unduly rough usage and no onus lies on the dealer to replace it. While on the subject of teapots, it may be mentioned with regard to the Samian and jet varieties that the less they are brought into contact with one another the better, as the colored spots that are often found in the decoration of this ware are liable to chip.

The decoration of dinner, tea and toilet ware may be divided into two classes, underglaze and overglaze. Occasionally the two are combined. Of these the underglaze is the most durable, but is likely to show more variation in color among the pieces than the other. The decoration is, as the name implies, under the glaze, consequently will remain unaltered as long as the glaze lasts. On the other hand, the enamelled or overglaze decoration is capable of a much wider range of color effects, and, though not so durable, owing to being fired at a much lower temperature, is yet, when of good manufacture, sufficiently lasting for all practical purposes. To give specific rules how to tell the difference between the two in all cases is curiously difficult. It is chiefly a matter of experience. Sometimes it is manifest that the decoration is on the upper surface of the glaze, especially if the article is brought nearly to the level of the eye and looked at crosswise, but this is not always the case. One thing is certain, that where a bright red color is present in the pattern it is undoubtedly an overglaze decoration, so far as that color is concerned, simply from the fact that, up to the present, no bright underglaze red has been made for ordinary decorative purposes.

Gilding is always overglaze and is of two varieties, "liquid," and "best" or burnished gold. The latter is from three to six times more costly than the former. However, at the present time it is only in the highest class of dinner, tea and toilet wares that any but liquid gold is used. Gilding wears off rapidly if insufficiently fired.

Another term, concerning which much doubt and difficulty arises, is the phrase, "hand-painted." It is a foolish phrase in a sense, as, if an article is painted at all, it is presumably painted by hand and not foot or mouth. It is used, however, to distinguish between actual manual work in its entirety and mechanical re-

production, as in the case of chromo-transfers or the filling up of a print in colors. The supposed virtue of hand-painted goods lies in the lesser possible production and multiplication of the same thing. This, it is apparent, is of little value unless the hand painting is good and artistic.

There has sprung up within the last few years a nondescript sort of decoration, used principally in the vase and flower-pot trade, consisting of a litho-transfer, generally of a floral nature, but not unknown in connection with animal and figure subjects, in which the lithograph is artfully concealed and extended by hand-painting and made to look as though the whole subject was completed by the artist. This may be admissible if it is sold for what it really is, but let the dealer beware of having this cunning subterfuge foisted on him as true hand-painted work. The lithograph may always be detected by a close examination, as the colors are not blended but superimposed, and the lighter shades will show the dots or lines of the lithograph artist.

There are so many pitfalls in which the unsophisticated retailer may find himself entangled that it is impossible to even enumerate them here; only experience can show him how to avoid them. To be able to judge correctly of the quality of pottery ware is no mean acquirement, and although, as it has been pointed out, the public knows little or nothing of the matter, yet it behooves the honest dealer, who wishes to build up or sustain a good reputation, to find out and push a good reliable ware. Ordinary pottery articles are bought to use and not for show, and a tea or dinner set is not purchased every day. Good earthenware is not thick and clumsy, but thin and elegantly finished. The little embossment or scrolls which are often found on the handles and feet of what is called hollow ware (the term explains itself) should be clear, sharp and not blurred or ill-defined. The glaze should be bright and even—not too thick—but soft and velvety to the touch. The color of the ware should be white, where it is intended to be white, and not gray or of a blue, or dirty yellow cast. In printed decorations the joinings of the pattern should be accurate and fit well in, the color should be clear, not blurred, except in the case of cobalt blue decorations where it is intentionally "flown" sometimes. The blue—the dark rich blue so long and favorably associated with pottery decoration—should be soft and deep and show no traces of a reddish scum on the surface, and the "flowing" should be moderate enough not to interfere with the main features of the designs.

Personal supervision of unpacking goods on arrival is eminently desirable, as in that case claims for breakages or shortages can be made with much more certitude and confidence. It is a well-known fact, common in the experience of manufacturers, that some buyers have a far more unenviable reputation for breakages and shortages than others, which seems to point to carelessness or neglect in the supervision of this particular operation.

Matchings are a prolific source of trouble and worry to dealer and manufacturer alike; all that can be said here with regard to this point is to advise the dealer to forward his matchings order as early as possible along with sample (when possible) well labeled, and then, "wait and see," with an occasional gentle reminder in due course. Time is absolutely necessary in these matters, as reverting to an old pattern and possibly an old shape for the production of perhaps one piece is an exasperating and unprofitable transaction to a manufacturer; and, as he is dependent on every operative through whose hands the article has to pass, each of which looks on the thing as an unmitigated nuisance, it is easy to understand that delays will occur, and that the sweet virtue of patience must be exercised by dealer and customer alike.

AMONG all the potent elements in the power of persuasion there is none more effective than that manful character that enables the speaker to look the other fellow squarely in the eye and not be ashamed.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

Notice of Dissolution of Partnership.

THE partnership heretofore existing between James O'Donnell and A. C. Dorner under the title O'Donnell & Dorner, doing business at 19 Park place as manufacturers' agents, is this day dissolved by mutual consent.

O'DONNELL & DORNER.

New York, August 16.

HELP WANTED.

WANTED——An energetic and experienced salesman to represent an importer of china, glassware, fancy goods, etc., in Indiana and Illinois. Give particulars and references. Also state experiences. Address CHINA, this office.

WANTED——Salesmen for all localities, to sell toilet and dinnerware, in decorated and white. Liberal commission to hustlers. Address, SOUTH JERSEY CROCKERY CO., Trenton, N. J.

BUSINESS OPPORTUNITIES.

WANTED—The agency for the Pacific Coast, on commission basis, of a factory making a good staple line of blown gas and electric shades, globes and balls, in both plain, roughed and cut patterns, also fancy shapes and iridescent colors. We have a good trade on these goods. Address Box 762, this office.

FOR SALE.

WELL-ESTABLISHED and splendidly-equipped housefurnishing and china department in largest department store in Western city of 60,000. Only a small capital required. Address Box 760, this office.

FOR SALE—Modern, well-built glass factory fully equipped for manufacture of pressed and blown ware, with well-established trade in large Eastern city. Address Box 761, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

THE GLASS INDUSTRY IN AMERICA.

"IN 1795," says James Gillinder in "One Hundred Years of American Commerce," "there was doubtless some glass made in Pennsylvania." But he does not indicate where. William Penn, in a letter that he wrote in August, 1683, to the Free Society of Traders, mentioned their tannery, sawmill and "glass works." Presumably these were in Pennsylvania, but where, or what kind of glass was made, is not now known.

The major epochs in glass manufacture may be said to be:

1. The introduction of pressed glass in 1827 at Sandwich, Mass. This was America's constribution to the art.

2. The introduction of plate glass in 1852 at Williamsburg, now a part of Greater New York.

3. The introduction of the tank method of melting in 1861.

4. The introduction of natural gas as a fuel in 1884.

5. The introduction of machines for making window glass in 1905.

6. The introduction of petroleum as a fuel in 1858.

7. The introduction of the Owens bottle making machine in 1903.

The minor, but important epochs, or steps in the modern growth of the art may be said to include the following processes, discoveries and improvements:

The introduction of continuous kilns, the making of optical glass, the making of telegraph and telephone poles, hollow ware and bricks, lighthouse reflectors, crown glass, eyeglasses, glass eyes, photographic lenses, lace glass, wire glass, flint glass, lamps, chimneys, tableware, glass cloth with warp of silk (made in France), mineral wool, made from the slag glass refuse of iron smelters; transmuted glass, which is tougher than cast iron (made in France); verbundglass, the process of a German discoverer, which consists of putting together two layers of glass made at different temperatures, and is useful to invetsigating chemists; lime glass and soluble glass, the latter being applicable to fireproofing textures in theatres, where in case of fire the heat melts the invisible minerals into a glaze, which excludes air and prevents combustion.



WILLIAM S. PITCAIRN, 44 Murray St.

The foregoing are some of the glass products, in addition to the earlier mirrors, telescopes, microscopes, opera glasses, filigree glass, window glass, bottles, jugs, imitation precious stones, watch and clock crystals, beads, decorative ware, etc.

The next discovery, and it will be epochal if it should ever be made, may be the discovery of malleable glass. It is said the ancients had this secret, but if they did they kept it so well that the moderns have never been able to unlock it.

Lime glass, made of lime, and bicarbonate of soda, instead of lead and pearl ash, was a discovery of the man-

ufacturers of the western part of the United States, and it was this more than anything else that broke up so many of the glass factories on the Atlantic seaboard that the industry is now almost extinct there, and transferred the bulk of the manufacture west of the Alleghenies. The easterners thought this process was but a temporary device, and that its use would soon be abandoned. They did not investigate promptly enough. Their disappearing custom finally led them to look into it, but it was too late. Their trade had gone, and they could not adjust their methods to the new condition speedily enough to save themselves. This was an epoch in the business, if not in the manufacture.

ing was discovered is absolutely unknown. The ancient Egyptians ascribe the invention to Osiris, and Osiris was a mythological divinity. If a date can be fixed at all, says a specialist on this subject, it must be about 4,000 years before Christ. With the Romans glass making had reached an advanced stage of development—indeed, they were supreme in its manufacture—but this knowledge almost wholly disappeared from the world when Roman civilization succumbed to the barbaric tribes of Northern Europe.

For centuries ancient glass making was a lost art. Then in the Middle Ages it was revived in Venice, where every public and private effort was made to maintain



PHOENIX GLASS CO , 15 Murray St.

In 1608, 1621, 1639, 1683, 1754 and 1775, in Virginia, Massachusetts, New York city, Brooklyn, Philadelphia and New Jersey, early and feeble steps were taken in what has become the great glass industry of the United States. The first successful glass factory in this country is said to have been established in Boston through the Massachusetts Legislature's act in 1787 in granting a 15-year exclusive State monopoly to a company of that city. The next successful venture was in Pittsburgh in 1796; and it has been successful here and in this locality ever since. The centre of glass making in the United States is west of the Alleghenies, largely because of the cheapness and plentifulness of fuel, especially natural gas and petroleum.

When, where, how and by whom the art of glass making

absolute secrecy among Venetians as to the methods of manufacture, and prevent knowledge of it from spreading to other countries.

In 1911 glass making is practically a new art, as barely 200 years have elapsed since it began to emerge with some definiteness of form, scope and variety, from the eclipse it underwent when Roman civilization was submerged; and of these 200 years, all but the first 75 are comprised within the period of the life of the Gazette Times, which has seen and noted in that time all the steps of progress in the wonderful development of glass making, especially along practical lines.

While always useful, glass in its early stages was treated more from an artistic than a material standpoint, and it was not until the latter aspect was given greater

and closer attention that glass manufacturing in its various forms, colors and substances began to assume a prominent industrial and commercial relation.

The largest success in window glass making in this country has been since 1880. The old furnaces and flattening ovens that, with few exceptions, had been in use



S A. Weller, 57 Park Place.



Jewel Cut Glass Co., 57 Park Place.

"What is glass?" some one asks. "Any product of fusion that is hard, brittle and vitreous, is chemically termed glass," explains Biser.

for 50 years prior to that time, were still adhered to. Twenty-five per cent. of the window glass consumed in this country was imported. What is known as the tank

furnace had come into use years before in making window glass in England and Belgium. This tank eliminates pots, provides a more uniform quality of glass, and enlarges production, along with curtailing costs. In 1887 James A. Chambers, of Pittsburgh, who had succeeded his father as a window glass maker, concluded he would go to Europe and investigate the tank furnaces departure from the old time practices of his occupation. What he learned convinced him of its value, for on his return he organized the Chambers-McKee Glass Company, erected a big tank furnace plant at Jeannette, on the Pennsylvania Railroad, 28 miles from Pittsburgh. Despite predictions of failure, this great enterprise was a success from the start. The tank furnaces were the largest in the world. There were three of them, 20 feet wide and 120 feet long, inside measurement, each holding 800 tons, each with a melting capacity of 30 tons every 24 hours, and turning out in this time 480 boxes of single and 250 boxes of double strength glass.

In 1892 Mr. Chambers withdrew from this company, organized another and built a second great tank furnace plant at New Kensington, even larger than the one at Jeannette.

Other manufacturers, noting what Mr. Chambers had achieved, followed his example, and for years now nearly all if not all the window glass in this country has been made in tanks.

In all branches of glass making the employment of natural gas has had much to do in later years with its profitable operation and growth. The industry doubled its production between 1880 and 1890. The largest plant in the world making a specialty of tumblers is at Rochester, Pa.

Window glass by machinery is now produced exclusively by the United States Glass Company, under the protection of a patent which gives it the sole right of manufacture in this country. It was perfected in 1905, and its work is entirely successful. Being entirely automatic, it has had a great effect on the industry in many ways, especially in enlarging and cheapening production.

A glass manufacturer in this country is independent in that there are to be found here in ample quantity about everything that is required—suitable land in almost every State of the Union, soda ash, pearl ash, fire clay, pot clay, etc., along with ample capital and enterprising manufacturers. Pennsylvania is by long odds the greatest glass making State in the Union. It has occupied first place for 40 years.

Heretofore glass making has generally followed cheapest fuel production. It was the use of coal as a fuel in the first glass works in Pittsburgh, in 1797, that brought glass making west of the Alleghenies, and has helped to keep it here. The discovery of natural gas caused a marked redistribution of factories here in the Ohio Valley States, but this gas is succumbing in a good many places, and now some enterprising manufacturers are



Fostoria Glass Co., 66 West Broadway.

reaching out for fixity in location by equipping their factories with their own gas producing systems, thus making them independent of the natural supply. Gas, artificial or natural, is the ideal fuel in glass making, and it must be had in one way or another. Oil makes an intense and easily regulated heat in a glass furnace, and some manufacturers are using it, but it is more expensive than either gas or coal. The cost of fuel is the largest item of expense in glass making.

In the last ten years many machines have been invented for the manufacture of bottles, but the one that is the most successful and the most wonderful and which is revolutionizing the bottle making industry, is known as the Owens machine. It can produce a narrow or wide-necked bottle of any shape. It is automatic in blowing and in collecting its own glass; and, with a conveyor attachment, it carries bottles to the annealer, all these operations being mechanical. One man can care for three machines. The capacity of a machine is 12 bottles a minute. As its speed is not sufficient for it to run hot, it can be operated continuously 24 hours every day, and every day in the week. The daily output is about 360 gross bottles, at a labor expense of three machine tenders on eight-hour turns, or two on twelve-hour turns.

A million dollars was spent experimenting with this model before its practicability was established, but success came at last, full and complete.

The machine is quite intricate and expensive, requiring a specially built furnace to accommodate it; makes all kinds of bottles, especially those which are used in large quantities, like beer, whisky and milk bottles, and makes them better than can be made by hand. The entire operation of making a bottle, from taking the glass from the tank until the bottle is finished, is carried on without the intervention of human touch at any stage. At first the machine was known as "Owen's Folly." Now the foolish thing makes a dozen beer bottles every minute, or 17,280 every 24 hours. One of them is in operation at Sharpsburg, and it is worth seeing by any one as a sort of convincing manifestation that there are some mechanical inventions which apparently have the quality of both thinking and doing.



Crown Novelty Co., 46 West Broadway.

There has been a steady growth in the glass industry of the United States ever since 1850, and in some decades it was very rapid. During the 55 years between 1850 and 1905, there was increase of more than threefold in the number of glass making establishments; of more than 25-fold in capital; of more than 16-fold in the value of products; of more than 10-fold in the average number of wage earners; and of nearly 17-fold in wages.

During the 15 years between 1890 and 1905 the increases in capital and in the value of glass products were greater by 28.9 per cent. than during the entire preceding 40 years. During these same 15 years vast strides were made in the cheaper production of glass. Machines for

mechanical manipulation in the production of window glass, in the manufacture of narrow-necked bottles and for the conveying of ware during operating processes, are among the most important of the latest contributions to the industry.

The history of the glass industry in Pittsburgh begins with the erection of a glass house in 1796 by Col. James O'Hara and Maj. Isaac Craig. This is said by some to have been a month before Albert Gallatin began to make glass on George's Creek, near the Monongahela River, at New Geneva, in Fayette county. Others insist that priority belongs to Gallatin. Leaving this point for the reader to decide for himself, it was in one of these places ward. In August, 1803, the factory was turning out 30 boxes of window glass weekly, besides bottles and other hollow ware to the volume of one-third of the window glass.

Edward Ensell, an English glass worker, and George Robinson, a carpenter, began in the fall of 1807 the building in Pittsburgh of a factory for making flint glass. But they lacked money to complete their enterprise, which was acquired by Thomas Bakewell and a friend of his, Mr. Page, who was at that time visiting in Pittsburgh. The building was on the bank of the Monongahela River, just where the old Pittsburgh & Connellsville Railroad depot used to stand, above the junc-



JULIUS PALME, 35 Barclay St.

that the first glass was made west of the Allegheny Mountains.

The O'Hara & Craig glass house was on the south bank of the Monongahela River, near where now is the end of the Point bridge, and for many years, until a comparatively recent period, the site was continuously occupied for glass making, Thomas Wightman & Co. being there for a long time. O'Hara & Craig were first to use coal as a fuel, which innovation was exclusively confined to their works in the United States until 1810, and may be later. They made both window glass and bottles. Years elapsed before they reaped any profit, and likely Mr. Craig pocketed none at all, for after some years he withdrew and left the business to Col. O'Hara entirely. The latter held on, and ultimately won his re-

tion of Grant and Water streets. Bakewell & Page, and their successors, continued this glass manufacture until 1880 anyhow, for the census of that year names them. Theirs was the first flint glass works in this country. It early acquired a national reputation.

The success of the plate glass business is one of the wonders of the age, albeit its development and perfection, as in all other branches of glass making, was attended by large money losses, failures and annoyances. In 1880 there were but four plate glass works in this country, and these were located at New Albany, Ind., Jeffersonville, Ind., Louisville, Ky., and Crystal City, Mo.

Plate glass is melted in vessels or tanks of very large capacity. When the fusion is complete the tank is lifted





Exterior and Interior of Paul Joseph's Showroom, 64 Park Place.

bodily by the machinery and carried to the casting table, where its contents are poured over a metal bed with smooth and highly polished surface. A heavy roller passes over the mass, spreading it out in uniform thickness, as regulated by the height of strips on the sides of the table. Then it goes into the annealing oven for several days' tempering. There is a separate oven for each plate. When the glass is taken out it goes onto a large rotary platform, to which it is fastened by plaster of paris, and which revolves so that the entire surface is covered at each rotation by the disks of grinding machines. These rub the plate first with sand, then with emery and last with rouge, first on one side and then on the other, until 40 per cent. of its thickness has been rubbed away, and when finished it is a polished plate from one-quarter to three-eighths of an inch thick.

Pressed glassware is turned out from a pressing machine containing the mold of whatever object it is desired shall be manufactured—dish, goblet, vase, inkstand, etc. A workman drops a lump of molten glass into the machine. Another workman pulls the lever that moves the press and the operation is complete. Skilled labor is not required. The glassware manufactured in this way is most abundant, and much of it is designed to imitate cut glass; but as to the latter the angles of the facets are always rounded instead of sharp, and less lusterful, so that it is not difficult to detect the imitation.

As already stated in this article, pressed glassware is held in the books to be the contribution of the United States to the art of manufacture, but Daniel C. Ripley says:

"Although it has not been many years since glass was first pressed it cannot be definitely established where and by whom it was done. Taking all data obtainable, back to 1814, I believe that the pressing of glass was first accomplished by the English. What America can claim is the credit of having made the greatest improvement in the construction of presses and molds, and having been the first to regularly and largely utilize machinery in the production of its wares, which today are found in all the large markets of the world. The industry developed slowly. It did not amount to much previous to 1855."



FENSTERER & RUHE, 47 Murray St.

Between 1862-70 there were many improvements in pressed glass-making, the principal triumphs of which were achieved in Pittsburgh. James B. Lyons & Co. were for many years manufacturers of pressed ware only, and in 1867 they took the first prize at the Paris Exposition for fire pressed glass. In 1864 improvements in methods reduced the cost of pressed ware two-thirds and a complete revolution in the business followed, some manufacturers quitting it entirely. Between 1870 and 1880 layer furnaces were installed and hot air introduced.

Machines for pressing chimneys, tumblers and window glass have also been successfully introduced within the last decade, greatly modifying the stress upon man's

physical powers required for 500 years in the hand methods of glass manufacture.

"Tank furnaces," heated by gas, were introduced to overcome the trouble, annoyance and expense of pot furnaces, due to the insecurity and fragility of the clay-made pots. The first regenerative glass furnace was erected in Germany in 1861 by its inventor, Siewens, and its principle is now widely, if not entirely used in the United States. The fuel used in the first place was gas, extracted from coal outside the furnace and mixed with air, on the principle of the Bunson burner, but in this country natural gas and petroleum are largely utilized. The "tank" method of melting glass, as distinguished from the "pot" method, is that the work is done on an immense scale—continuous, regular, safe and economical, and without regard to exterior temperature. But gas is necessary to the operation of a tank. Improvements in glass making methods have all been along the line of substituting gaseous for solid fuel.

In window making prior to 1888 the old style furnaces and flattening ovens had been in use for 50 years. The tank method was then in operation in Belgium, and some years later this was, through the instrumentality of Mr. Chambers, introduced here at Jeannette, as already stated. In 1890 tank furnaces were considered an experiment. In 1905 their value had become so generally recognized that the number of them in operation was 287, with 2,354 rings, equivalent to 4,708 pots. There are no statistics since 1905, but the consensus of opinion among glass men is that the tank furnace will become of universal use wherever it may be adaptable.

Wire glass has become an important industrial product in the last 20 years. Frank Shuman patented the first practical and commercial success in 1892, winning next year the premium of the Franklin Institute, Philadelphia. This glass is very useful in all kinds of skylights, and especially when required to cover large spaces into which light must be admitted, like the long weather-protected passenger platforms of railroad stations. It is also available for windows in exposed locations, as a precaution against fire or accident. In the event of fire to which it may be subjected, the iron wire, which is fusible at a higher temperature than the glass it binds, will hold the glass together, even after it has become plastic. For this reason wire glass is often a great protection from fire at any point from which fire may be anticipated.



Geo. Hamilton, 25 West Broadway.

The method by which this wire glass is made is described as follows:

A very long cast-iron table is set on the floor and heated by gas flames from beneath. Over this the molten glass is poured. The woven-wire netting is heated nearly as hot as the molten glass. A vehicle holding four rollers and feeding out the wire, is then rolled over the table on a track, one rail of which is on each edge of the table. The first roller spreads and smooths the glass, the second presses deep into the soft glass the wire net-

ting, which slides down an inclined iron table before the roller; the third and fourth rollers complete the process of smoothing and hardening.

Optical glass is a fine quality of lead flint, the density produced by lead in the glass causing high refractive power. All phases of this special manufacture, including fusion and finishing, require infinite care and patience. And in the final annealing process a month is consumed in bringing optical glass to its normal temperature.

The manufacture of glass for lighting was begun by Christopher Dorflinger at Brooklyn in 1852, and from this grew up a demand for lamps and chimneys that got



Wm. Dealing, 25 West Broadway.

to be very extensive. While the magnitude of the trade has been arrested by electricity it is still widespread.

"Edward Dithridge was the pioneer in this city in the manufacture of lamp chimneys," said the late George W. Blair to a reporter of the Gazette Times, himself also a chimney maker of many years experience. "The Dithridge factory was on Washington street. Mr. Dithridge had discovered that lead could be effectively used in the manufacture of chimneys so as to enable them to better withstand heat, and sole knowledge of the application of this process gave him a monopoly of the business for a number of years. Then the manufacture of lime glass chimneys commenced, with improvement of quality and lessening of price, and the business became very extensive. Both grades of chimneys constitute, of course, the entire business of the trade today."

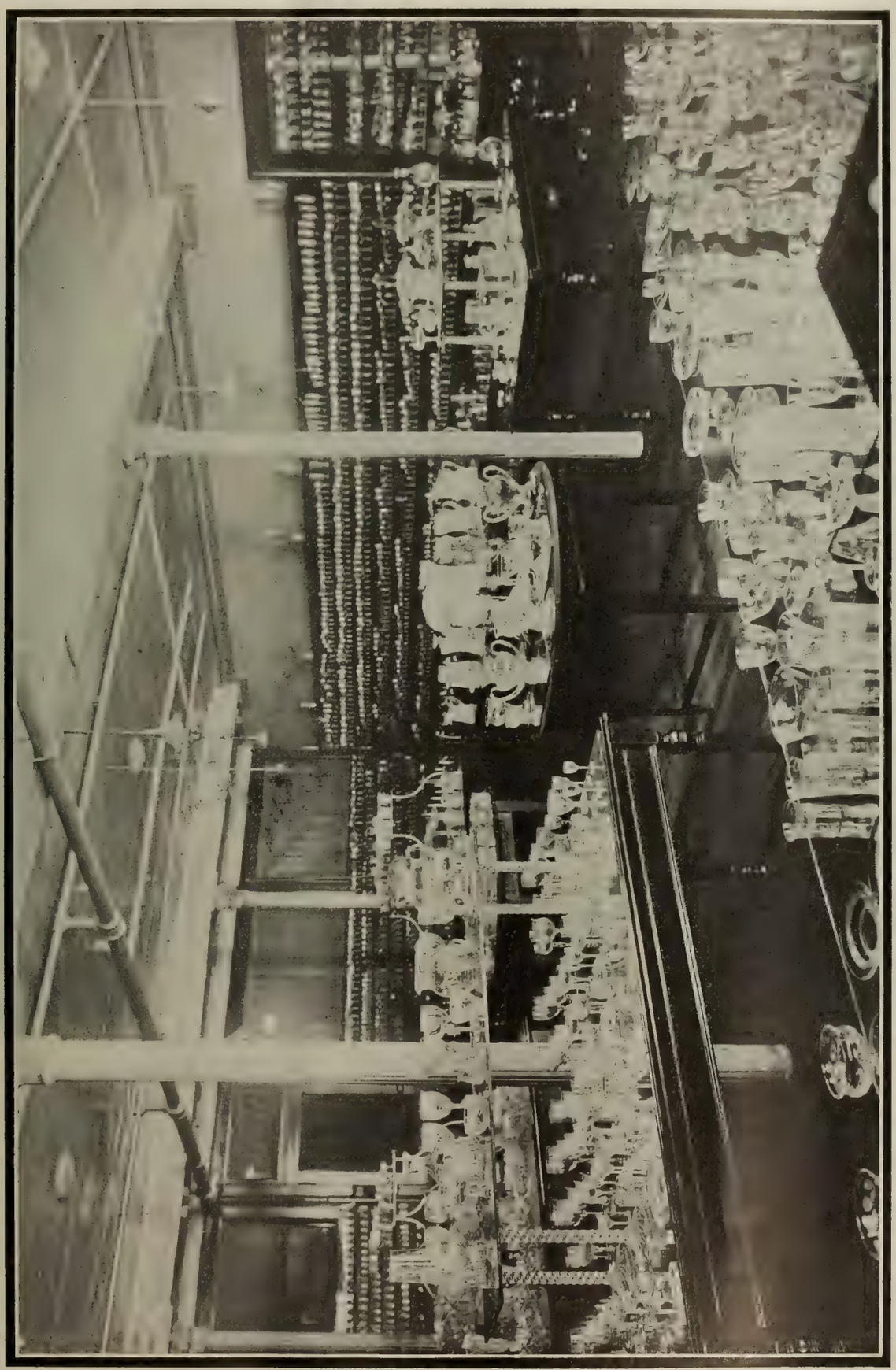
Between 1860-70 refined petroleum came into commercial use and its cheapness and adaptability to lamp illumination before long gave a tremendous impetus to chimney making. Factories doubled, trebled and quadrupled their capacities, and others that had not been in the business took it up. Fine profits increased production. In that decade it is estimated that the daily output of the chimney factories of the country was 9,000 dozen chimneys, or about 22 tons. In the next decade the daily output was estimated at 19,000 dozens, or about 47 tons. In the next decade 40,000 dozen, or 102 tons; this has never been surpassed, indeed not equaled. In the 1890-1900 period the daily product was 37,500 dozens, or about 93 tons. There are comparatively few houses in the trade today. Many chimneys are now made automatically by machinery. New illuminants, prominent among which is electricity, have altered the whole course and conditions of lamp chimney making.

Arc globes, gas globes and shades for electric lighting were made in 1861.

An important step in the development of the glass lamp chimney for use with an Argand burner was taken purely through accident. A workman tried to heat a bottle over the burner flame. The heat cracked off the bottom and the bottle being rather too hot to hold comfortably the man set it over the burner as he would have placed a chimney. The result surprised him. Not only

was the brilliancy of the flame greatly increased, but the light was also steadied, and in every way was the illumination superior to that produced by the usual sheet-iron

was finally solved by a German lamp maker, who produced a model about like what is used now on the so called German student lamp.



J. D. Dithridge, (Bryce Bros. Co.) 25 West Broadway.

chimney. How to make a glass chimney that would yield permanently and reliably the effect this workman got from this bottle was for some time a puzzle, but it

The Argand burner was invented in 1783 and is about the same now as then. The lamp on which it was used was simply a huge reservoir of oil with the burner at the

top. The chimney was of sheet iron with a hood opening over the flame. Of course any sort of lamp that would give light has always been useful, but not until glass chimneys were invented did the demand for lamps begin developing to such an extent that the number manufactured throughout the world is so great that the annual product of lamps and chimneys is counted in millions, not in thousands. The workman and his broken bottle opened a new chapter in the history of man and his achievements.

The utilization of petroleum first, and later of natural gas, spurred forward the manufacture and use of lamps as well as chimneys. One was of no account without the other. The sagacious minds that created the Standard Oil Company early perceived the benefits to accrue to it by enlarging the sale of refined oil through increasing the number of lamps, and it sedulously set about to do this. Prior to the cheapening and purifying of petroleum, lard and sperm oil were chiefly used in lamps, with the Argand burner. But the mineral oil cost a great deal less, and its introduction about the outbreak of the Civil War was followed by great popularity. Oil refiners pushed its sale, and particularly the Standard Oil Company, which even had special lamps of its own made to sell at low prices to increase the sale of oil.

At Cassel, Germany, telegraph and telephone poles, and hollow ware and bricks for buildings are made of glass. Twisted wire is interwoven through the glass in making the poles, for which it is expected to find buyers in the tropics, where insects are quite destructive to wooden poles used to carry wires.

A comparatively new departure among glass makers is the production of glass in imitation of marble, which is finding ready adoption in hospitals, and for table tops in restaurants, and in other places where cleanliness is essential; for in this use it is better than marble in that it will not absorb moisture as marble does. It is cast in the same manner as plate glass, and afterward ground and polished.

This country is making today better window glass, better plate glass, better tableware and the finest cut glassware, as well as glassware of the most beautiful tints and colors, than has ever been made before. The industry has grown and developed into such a variety of uses, and into such magnitude, that it is almost beyond our power to comprehend or estimate it.—*Pittsburgh Gazette-Times.*



Royal Worcester Porcelain Co., 25 West Broadway.

A COMPLAINT.

"HAD to let my stenographer go," remarked Mr. Cumrox.

"Inefficient?"

"No. Too accurate. She put the grammar into my letters exactly as I dictated it."

HISTORY OF SEVRES PORCELAIN.

IN his illustrated guide to the Sèvres ceramic museum Mons. George Papillon, the distinguished conservator of the collections, gives a complete history of the Sèvres manufactory, the establishment of which dates from 1783. At that date, says the author, Orry de Fulvy, Counsellor of State, who for a long time had interested himself in ceramic riches and particularly in the composition of porcelain, received a proposal from two workmen, the brothers Gilles and Robert Dubois, who had left the Chantilly factory, offering to make known to him the secrets of that factory. Having accepted their offer, he obtained, thanks to his brother, Orry de Vignori, Comptroller General of Finance, permission to accommodate the brothers Dubois in the dungeon of Vincennes in order to carry out their experiments in full security, and he advanced them the money necessary for their installation.

For three years the brothers Dubois lived on the subsidies of Mons. de Fulvy, but without succeeding in manufacturing the porcelain of which they said they possessed the secret. Mons. de Fulvy finally discharged them, and, discouraged, he probably would have abandoned the affair if one of their assistants, who had come from Chantilly, had not confessed to him that he had copied the formula and proposed in turn to conduct experiments. These experiments succeeded and the manufacture then began to be organized in a regular manner. Mons. de Fulvy acquired during succeeding years various processes for the application of gold to porcelain, particularly for the composition of colors which permitted him to consider the transformation of the Vincennes workshop into an industrial concern. Under the name of Charles Adam a company was formed in 1745 to which the King accorded for a term of twenty years the exclusive right of manufacturing porcelain "façon Saxe." Protected by Mons. de Machault, who had succeeded Orry de Vignori as Comptroller of Finance, and by Mme. de Pompadour, the factory, under the management of Mons. de Fulvy and his agent Boileau, quickly acquired a great reputation and produced some remarkable pieces of work. Despite this success, however, its financial situation remained critical for some time, and Mons. de Fulvy was obliged to appeal to the King's generosity to maintain the establishment he had founded.

Mons. de Fulvy died in 1751. Boileau, his collaborator since 1745, received the title of inspector and found himself faced by almost insurmountable difficulties. Louis XV, on the advice of Mme. de Pompadour, again intervened with a large sum of money, but exacted that the company should give a free hand to particularly competent persons with regard to the work of the factory. It was at this period that the chemist Hellot, member of the Academy of Science, was appointed to direct the manufacturing side, while Mons. Hulst, of the



DORFLINGER & SONS, 36 Murray St.

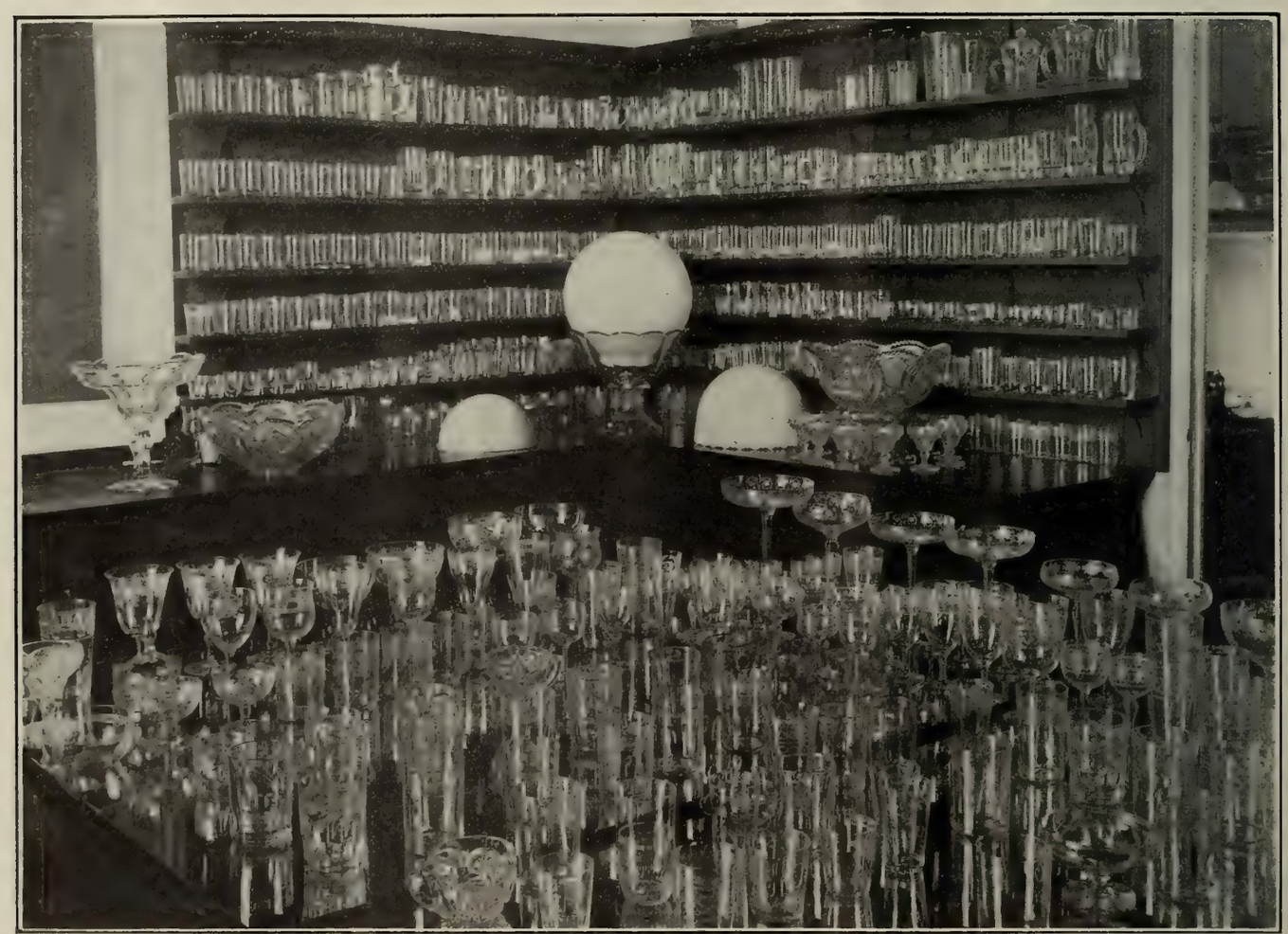
Academy of Fine Arts, was called to direct the artistic side with the help of Bachelier, who was a few years later to found the Design School, now the Ecole Nationale des Arts Decoratifs. In addition to these eminent men, Duplessis, the King's goldsmith, continued to provide the factory with the designs of all the fine ornamental pieces, the success of which was maintained throughout the eighteenth century.

At this time the question was discussed of abandoning Vincennes and removing the factory to a point closer to Versailles. The large amount of money paid by the shareholders of the Charles Adam Company and the perspective of the new expenditure required for the transfer of the factory decided the partners to ask the withdrawal of their privilege, which was transferred to a new company under the name of Eloy Brichard. The capital of the company was divided into eighty shares, a quarter of which was subscribed for by the King, who thus became officially interested in the enterprise. Under the terms of the new letters patent, which were granted in 1753, the factory was authorized to take the name of the "Manufacture Royale de Porcelaine."

At this time there already existed in France a manufactory of hard porcelain—that is to say composed, like the Dresden porcelain, of natural materials. This was the factory founded in Strasburg by Paul Hannong. The latter, fearing the competition of the royal factory, entered into pourparlers with Boileau, the manager, for the sale of the secret of his composition, but he met with difficulties which rendered the attempts made in that sense vain for many years, chiefly the impossibility of finding on French soil the kaolin which entered into the composition of hard porcelain. During this period Vincennes particularly manufactured modelled flowers painted to appear natural, and white enamelled groups. The decorative schemes most in use were composed of flowers and birds.

To please the King and Mme. de Pompadour the Eloy Brichard Company had decided shortly after its formation to transfer its factory to Sevres, equidistant from Paris and Versailles. The site chosen was the park of the Chateau de la Guyarde, the erstwhile summer residence of the musician Lulli. Unfortunately the buildings and the installation of the factory cost enormous sums, which ruined the Eloy Brichard Company, and the latter was soon obliged to ask the King to dissolve the company. During this period the management remained in the same hands, although it was judged necessary to give the sculptors another chief than Bachelier, and Falconet was appointed to this post in 1757.

The King having ordered the repayment out of the royal treasury of all the sums advanced by the partners in the firm of Eloy Brichard, became sole proprietor of the factory, which he then exploited on his own behalf. The management of the firm from this date included Boileau, as director, and Hellot and Macquer as decorative and



Frederick Skelton, 32 Park Place.

sculpture artists, respectively. There is no doubt that it is to these remarkable men that the factory owes the development and renown that it acquired during this period of its history. In 1766 Falconet, who was called to Russia by the Emperor, was obliged to abandon the direction of the sculpture section and he was replaced until 1773 by Bachelier, who thus found himself at the head of the entire artistic section of the factory. During the first thirty years of its existence the factory only made soft porcelain, but, as already stated, an attempt had been made in 1753 to learn the composition of hard porcelain. This idea was never afterward abandoned, and the chemist Macquer in particular endeavored to discover in France the raw material in use in China and Germany.

He succeeded in 1769, after a trip to Gascony, in manufacturing the porcelain he had sought for so long from kaolin discovered at Saint-Yrieix, near Limoges. Two years later the regular manufacture of hard porcelain was organized at Sevres, and it continued side by side with that of soft porcelain until the end of the eighteenth century. Boileau, who died in 1773, was replaced by a man named Parent, who had been employed in the offices of the Minister, Mons. Bertin, under whose control the factory was. The misdeeds of this new manager were not long in getting the financial affairs of the factory into a critical situation. This is all the more regrettable as Parent's presence at Sevres coincided with one of the most remarkable periods in the artistic production of the factory. Shortly after Parent's appointment the sculptor Simon Boizot was called upon to occupy the situation for so long held by Falconet, and he remained in that post until the early years of the nineteenth century.

Following Parent, Regnier, assistant manager of the factory, took over the management and remained there until 1793. The situation was a difficult one on account of the large deficit left by Parent's management. Serious economy, however, and useful reforms realized on the initiative of Mons. d'Angivillers, director of the King's buildings, who took over the management in 1780, helped Regnier to restore to the factory its old time activity and prosperity. Mons. d'Angivillers never ceased his interest in the Sevres factory until the fall of the monarchy, and to him are due the great number of interesting things accomplished at that time.

Thus he gave to Bachelier as assistant a young artist named Lagrenee, whose talent appeared to meet the requirement of the time. With the same desire to renew the artistic production, he made the acquisition of numerous models, among others the curious collection of paintings left by the painter Desportes, and he sent to Sevres to assist in the creation of new models a portion of the collection of Etruscan vases that Denon had sold to King Louis XVI. He engaged the factory upon the production of large works, such as the Boizot vase, decorated with bronzes by Thomire, which is still to be seen in the Louvre.

His object was to strike the imagination of his contemporaries and so increase the renown of the royal establishment. His generally beneficent influence, however, occasionally was less happy, and among the mistakes he made must be mentioned the disastrous acquisition on behalf of the Sevres establishment of the factory founded at Limoges by Massie and Grellet. Though a high price was paid for it, it never gave any of the services which it was hoped its purchase would render; that is to say, the preparation of porcelain paste and the production of white pieces destined to be decorated at Sevres.

Louis XVI, being unable to make up his mind to accept the offer to purchase it which was made him in 1790, the Sevres manufactory continued to form part of the royal domain till the fall of the monarchy. It suffered terrible vicissitudes throughout that troubled period, during which there were no sales and in which there was often a lack of money necessary even to make a payment to the workmen on account of the sums due to them.

After the King's execution the Convention ordered that the manufactory should be preserved as a national establishment, and appointed several deputies to assure its direction. This was an epoch of dreadful anarchy, during which the Sevres Committee of Public Safety was all powerful in the interior of the factory. One after the other the director Regnier, the under director Hettlinger and the heads of the shops were thrown into prison, while the effective management remained in the hands of Chanou, the former chief of the furnace department, who himself before long rendered his position untenable by his exactions and his abuse of power.

Under the Directory a triumvirate, composed of the former Under Director Hettlinger, of the Cashier Salmon and the Chemist Meyer, was charged with the management of the establishment. Meyer withdrew almost immediately, leaving Hettlinger and Salmon in charge, and until 1800 they struggled to put matters in order and to reorganize the workshops.

In 1800, upon a proposition made by Berthollet, Alexandre Brongniart, an "ingenieur des mines," was appointed administrator of the manufactory, with the mission of putting into practice a whole plan of reforms elaborated by Costaz, head of the Art Bureau at the Ministry of the Interior. His first care was to dispose of a great quantity of manufactured pieces in order to re-establish the finances of the establishment as quickly as possible. Then, with the object of reducing expenses in a large measure, he made a rigorous selection among the personnel, which led him to retain only some sixty workmen—scarcely a third of those attached to the establishment when he arrived.—*N. Y. Herald.*

SPLENDID TACTFULNESS.

"ONE of the finest bits of courtesy on the part of a hostess of which I have ever heard," said a man recently who has been out of his own country many years, "was that shown by the lady who presided at the White House during the administration of John Tyler. I was told it by friends who were present at the dinner at which it occurred.

"An awkward guest had broken a saucer—a rare bit of delicate china. The hostess saw his embarrassment and came to his aid.

"'Aren't they the most fragile things you ever saw?' she asked, taking up a saucer. 'They break just like this,' and suiting the action to the word she snapped the saucer in two with her fingers."

NATIONAL HOUSEHOLD SHOW DIRECTORY·

No. of Booth

Adams & Elting, 247 Pearl st., New York, Hypol polishes 40
Represented by Charles P. Dumont, Sales Manager, Eastern Branch; Mr. Max Hahn, New York City Salesman; Cyrus H. Du Bois, Representative for Pennsylvania and Maryland; A. J. Lamb, Representative for District of Columbia and Southern States; Richard Wagner, Representative for the New England States.

Atkins Co., 502 West 25th st., Specialties 32

Aluminum Cooking Utensil Co., 99 John st, Cooking utensils.. 137
Represented by H. S. Trump, Manager N. Y. Office; Messrs. E. H. Singmaster and R. R. Mayfield, of the Philadelphia and Boston offices, respectively, and Messrs. W. D. Van Ryper and G. A. Richman, Local City Salesmen.

Alca Vacuum Cleaner Co., 364 West 50th st., Vacuum cleaners..... 76
Represented by Messrs. Alvin S. Cahn and Joseph Davis.

Abels & Co, 460 West Broadway, Easels..... 2
Represented by Mr. Henry Abels.

American Natural Fern Co., New York city.... 74
Represented by Mr. E. B. Koscherak and Mr. Max Strensch.

George Borgfeldt & Co., 16th st and Irving pl., Specialties, Enamel ware 24
Represented by Mr. G. W. Johnston.

W. G. Browne Mfg. Co., Kingston, N. Y., Hardware specialties..... 162
Represented by Mr. G. C. Gillan.

Bawo & Dotter, 26 Barclay st., Housefurnishings and Chinaware..... 7,8
Represented by Mr. Charles G. McGee.

Bliss & Drake, Newark, N. J., Smoothing irons 50
Represented by Messrs. James F. Bless and Arthur Drake.

Benton-Holloday Co., 254 West 31st st., Specialties..... 159

Bing Bros, 381 4th ave., Toys and Specialties. 83

Brush Mop Co., 73 Wooster st., Mops..... 148
Represented by Mr. William Waterbury and Mr. Claude Duncan, Managers, and Miss Feil, Demonstrator.

Buffalo Pottery, Buffalo, N. Y 133,164
Represented by Messrs. Bates & Ledden.

Bates & Ledden, 65 West Broadway. 133,164

Central Flatiron Mfg. Co, Binghamton, N. Y. Gas heated sad irons..... 39
Represented by E. P. McKinney, President, and C. C. Crum.

Connolly Mfg. Co., 123 Liberty st., Household specialties..... 30
Represented by Messrs. A. W. LaBourveau, Edward Kraus, Henry Dorr and F. J. Plum.

Channell Chemical Co, 1534 West Lake st., Chicago., Mops and Specialties. 97
Represented by Mr. C. A. Channel, President.

Cassady-Fairbank Mfg Co., Chicago, Hardware and Household specialties..... 5,6
Represented by Messrs. J. E. Ruby, factory representative, and F. H. Mills, Robert Ferguson and Irving Mink, local representatives.

Curt Courant, 475 Broadway, water filters..... 18

Dunlap Mfg. Co., Bloomington, Ill., "Oil of Gladness" Mops, Dust cloths, etc 34
Represented by Mr. C. D. Axman, of New York.

"Dry Goods Economist," 231 West 39th st., Publication..... 43,44

Dover Mfg. Co., Canal Dover, O., sad irons... 21
Represented by Mr. Charles T. Johnson, President; Mr. W. Dean Anderson, Sales Manager; Mr. W. A. Braun, Manager Electrical Department; Charles H. Buchanan, and Miss Helene Delp.

K. H. Dalkranian & Sons, 50 Broadway, Oriental rugs..... 42
Represented by Mr. Mihran K. Dalkranian.

Duntley Mfg. Co., 202 Fifth ave., Vacuum cleaners..... 122
Represented by Mr. J. W. Clarke, Manager.

Economy Tumbler Co., Morgantown, W. Va., Glassware..... 28,29

Max Englander, Bush Terminal Bldg., Brooklyn, Spring and Iron beds..... 151

"Evening Mail," 203 Broadway, Newspaper... 41

Engelman Bros., 64 East 100th st., Novelties.. 140

Gold Mfg. Co, 112 West 42d st, Slidewell castors..... 136
Represented by Mr. E. H. Haffelfinger and Mr. C. W. Sprague.

Guernsey Earthenware Co., Cambridge, Ohio, White and brown cooking ware 134,163
Represented by Messrs. Bates & Ledden and Charles L. Casey, President.

Hydro Vacuum Cleaner Co., 885 Niagara st., Buffalo, vacuum cleaners..... 28,29

"House Furnishing Review," 253 Broadway, publication..... 35,36,37
Represented by Albert L. Wyman, Editor; R. M. Bates, Advertising Manager, and W. W. Moulton, Western Representative.

Huott Publishing Co., 395 Fourth ave, publication..... 10,11

Haviland & Abbot Co., 29 Barclay st., Limoges china..... 8,9
Represented by Messrs. George C. Tonolla, Jr., Frederick C. Hoth and Harry Smallwood.

Hamilton Sales Agency, Boston, kitchen novelties..... 131
Represented by Mr. Arthur F. Dow.

Headley & Farmer, Newark, N. J., sweeping compound..... 117
Represented by Mr. George S. May, Sales Agent, and Miss M. Martin, Demonstrator.

Howard Dustless Duster Co., Boston..... 116
Represented by Mr. C. H. Goodard.

Heron Mfg. Co., Utica, N. Y..... 33
Represented by J. S. Pickell.

Harpoon Castor Co., 12 East 33th st., castors. 14

"Iron Age Hardware," 231 West 39th st, publication..... 43,44

A R. Justice Co., Philadelphia, specialties.... 170
Represented by Mr. W. G. McIlvain and Mrs. Clara Dellett, Demonstrator. Mr. F. Milwood Justice.

Thomas G Jones, 25 West Broadway, glassware 28,29
Represented by Mr. Jones, assisted by Mr. Ehrlich.

H. G Kotten Co., 30 Church st., suction cleaners 168
Represented by Mr. G. W. Knappman, Secretary.

Koscherak Bros., 29 Park pl., china and glass specialties..... 74
Represented by Mr. E. B. Koscherak, Mr. Max Strensch, Mr. Louis Weil and Mr. C. B. Levy.

Max Kaufman, 106 Broadway, Brooklyn, easels and hangers 17
Represented by Mr. Jones, assisted by Mr. Ehrlich, Mr. Max Kaufman and Mr. Aaron Lurie.

The L. L. Kesner Co., 108 Chambers st, duplex fireless cookers 49
Represented by Mr. I. L. Kesner and F. I. Carpenter.

Emil Kupfer, 65 West Broadway, cut glass 115
Represented by Mr. E. W. Hammond.

Little Giant Co., Philadelphia, gas irons 100

George C. Lynch Co., 333 Fourth ave., art hammered brass goods and lamps 12,13
Represented by Mr. Lynch, E. A. Lloyd, K. Birdseye, C. P. Stoecklin.

L H Mace & Co, 111 East Houston st, refrigerators and toys 174,175
Represented by Mr. William Greiser.

Monarch Vacuum Cleaner Co, 1151 Broadway, vacuum cleaners 161
Represented by Messrs. D. B. Harrison, General Manager; Alfred W. Burg, Secretary and Treasurer; Ben Hertxberger and Roscoe Campbell, Salesmen.

Matthews-Richardson Co, 93 Water st, domes of silence 38
Represented by Mr. G. T. Matthews, Stanley W. Mirick and Alva H. Skinner.

Manson-Campbell Co, 229 West 42d st, fireless cookers 141,157

A Moses, Sons & Co, 73 Wooster st, sponges and mops 148
Represented by Mr. J. Lasker, Mr. William Waterbury, Mr. Duncan and Miss Field.

Moore Push Pin Co, Philadelphia, devices for hanging up everything 4
Represented by Messrs. Underwood & Fretz.

Milton Chemical Co, 367 Atlantic ave, Boston, dustless mops, etc 3
Represented by W. H. Billings, E. O. Fisher.

McKee Glass Co, Jeannette, Pa, glassware 28,29

F H Mills, 97 Warren st, hardware specialties. 5,6
Represented by Irving Mink, assisted by Leroy Mills.

J W McCoy Pottery Co, Roseville, O, jardinieres and fancy pottery 16
Represented by Mr. William M. Warrin.

Montauk Sanitary Improvement Co, New York, garbage closet 2
Represented by Messrs. F. S. Robinson, G. Robinson and S. J. Marshall.

A R Marryatt, 32 Park pl, cut glass 112
Represented by Mr. Marryatt.

Nugget Polish Co, 299 Broadway, polishes 73
Represented by Mr. Harris W. Parsons.

"National 5, 10 and 25c Magazine," 104 Greene st, publication 60

New England Enameling Co, 752 Broadway...

The D T Owen Co, 34 East 23d st, "Daven-O" 105,106
Represented by Messrs. George H. Clarke and A. L. Warde.

O'Gorman Publishing Co, 76 Park pl, publication 129,169

Pioneer Cut Glass Co, Carbondale, cut glass.. 112
Represented by Mr. A. R. Marryatt and Mr. F. S. Schiessler.

Pease Piano Co, 128 West 42d st, pianos 107,108
Represented by Messrs. G. A. Scofield, Reed, Taylor and Tackney.

F J Parks, 302 East 27th st, Barnard double vegetable cooker 90
Represented by Mr. Parks.

Perfected Mantel Co, 1777 Broadway, gas appliances 158

Pennsylvania Glass Co, Pittsburgh, glassware. 16
Represented by Mr. William M. Warrin.

Rosenfield Mfg Co, 585 Hudson st, vacuum cleaners 82

Reddan-Brown, 25 West Broadway, advertising agents 104
Represented by Mr. Reddan and Mr. Brown.

Robinson Baking Tester Co, 15 Old Broadway, baking tester 2
Represented by Cornelia S. Robinson, assisted by Messrs. T. Robinson, Frederick S. Robinson, G. Marshall Robinson and Gilbert Robinson.

Reed Glass Specialty Co, 25 West Broadway, Economy towel rod 16
Represented by Mr. William M. Warrin.

Springfield Specialty Co, Springfield, Mass, kitchen utensils 38
Represented by Messrs, Matthews & Richardson.

Star Co ("N Y American"), 2 Duane st, newspaper 86,87,125,126

L Straus & Sons, 46 Warren st, specialties 95,96,118,119
Represented by Mr. R. E. L. Wells, and assisted by Messrs. Louis Hinrichs, Leon Sultan, George Nixon and N. Herber.

Stewart & Crocker, 68 West Broadway, cut glass and specialties 99,115

Sealy Mattress Co, Sugarland, Tex, mattresses 166

F A O Schwartz, 303 Fifth ave, toys 83

Otto Thurnauer, 19 East 21st st, specialties... 93,94

Twentieth Century Vacuum Cleaner Co, 165 West 34th st, vacuum cleaners 72

Taylor Nursery Bed Co, 5 E 23d st, baby beds 167
Represented by J. D. Bower, President, and H. F. Spaulding, General Manager.

Traut & Hine, New Britain, Conn, specialties. 138
Represented by (see Gold Mfg. Co., 112 West 42d St., N. Y. City.)

Twentieth Century Mfg Co, Newark, N J, lamps 54
Represented by Mr. J. E. Henderson, assisted by Mr. Charles F. Brooks.

Utopian Silver Deposit and Novelty Co, 54 W 22d st, silver deposit 75
Represented by Mr. F. W. Cox.

Velox Polish Mfg Co, 1019 Washington ave, polishes 31
Represented by Mr. Paul P. Adolph, Sales Manager.

George G Veness Mfg Co, Cincinnati, household specialties 130
Represented by Messrs. H. G. & G. G. Veness.

Whittemore & Jaques, 92 West Broadway, Crockery and Glass Journal's information bureau 139,159,160
Represented by George M. Jaques and E. H. Bennett.

William Warrin, 25 West Broadway, specialties 16

West End Pottery Co, East Liverpool, dinnerware and fruit jar fillers 16
Represented by Mr. William M. Warrin.

White Lily Mfg Co, Davenport, Ia, washing machines 26
Represented by Mr. S. T. White, President, and Mr. F. H. Chatfield, Eastern Representative.

Weinthraub Mfg Co, 27 Bleecker st, brass goods and lamps 84,85,127,128

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of May, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain	$214,462	$220,343
Austria	46,415	40,085
France	140,681	141,548
Germany	293,599	355,969
Japan	103,852	94,518
Other Countries	24,753	18,745
Other Europe		
Total	$823,762	$871,158

FOR ELEVEN MONTHS ENDING MAY.

	1909	1910	1911
Great Britain	$2,185 365	$2,565,850	$2,403,116
Austria	783 029	756,753	651,432
France	1,482,128	1,636,987	1,670,799
Germany	3,127,899	3,601,845	4,234,186
Japan	996,644	1,177,962	1,142,919
Other Countries	224,802	308,174	348,020
Other Europe			
Total	$8,799,367	$10,047,571	$10,450,472

TOYS

	1910	1911
Germany	$317,213	$395,948
Other Countries	54,124	75,967
Total	$371 337	$471,915

FOR ELEVEN MONTHS ENDING MAY.

	1909	1910	1911
Germany	$3,909,115	$5,349,389	$6,352,835
OtherCountries	415,640	624,695	798,067
Total	$4,324,755	$5,974,084	$7,150 902

GLASSWARE.

MAY		FOR ELEVEN MONTHS ENDING MAY		
1910	1911	1909	1910	1911
$606 185	$586,904	$4,711,584	$5,9 7 054	$6,375,957

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

MAY		FOR ELEVEN MONTHS ENDING MAY		
1910	1911	1909	1910	1911
$69,828	$58,528	$620,152	$765,059	$673,172

VACATIONS NECESSARY TO GOOD HEALTH.

MANY men of extensive business affairs continue at their work from year to year, rarely taking a vacation, imagining that they cannot afford the time from their business. This usually results in a complete breakdown, when a cessation of work becomes an actual necessity in order to regain health that would not have been lost with an occasional rest from business cares and worries.

Even if a general loss of health should not occur, this kind of a man will probably lose more time during the year by not being in a fit physical condition to properly attend to his business than he would if he were to occasionally take the rest the human machinery ought to have.

The more important a man is to his business the more he is able to afford to spend the time necessary to keep himself in good bodily condition. It is not necessary to take prolonged trips to Europe. Let him take a week or so in the summer, get out of doors, inhale fresh air, see new scenery and meet different people from those whom he is associated with all the time, and he will save money by keeping himself in condition to attend to his business, not counting the pleasure that can be derived from complete relaxation from business worries.

GETTING THE DEALER.

THE initial element in the successful marketing of any merchandise is the worthiness of the product offered for sale, said F. A. Farrar in a talk before the "Round Tables," Chicago; after that should come advertising and service. It is much more difficult to hold an old customer than to secure a new one.

Through the efforts of the advertising man inquiries may be inspired, quantities of prospects—near-sales—gathered. The sales manager, through his field partners, can get orders; but it is up to the order department, the factory, the shipping floor and accounting room to render that service which will make of each initial purchaser a permanent customer.

The leading manufacturers of today are not looking upon the various divisions of their industry as composed of separate departments, but rather as one big selling organization.

Goods must be intelligently entered, made right, packed conveniently and securely, shipped promptly, invoiced correctly and collected for in a courteous manner. The strength and safety of any firm lie in the intelligence of its organized force. Quacks queer quality.

Primarily we are all in business to sell goods and make money, to satisfy our customers and ourselves. The maximum point in this is reached through the various elements contributing to absolute confidence.

The dealer of most value to the manufacturer is the one who gives his confidence and is enthusiastic about the goods. Enthusiasm creates a purchasing atmosphere, and if the makers and sellers have the brand that is "contagious," they have acquired one of the most vital selling elements.

In the business man there is no quality of quite so

much value as that which inspires action and high ideals in his employees and associates. It is like powder to the bullet and to inspire the right action confidence must first be instilled.

Commercial trust between sellers and buyers is being established. Dealers are coming to the conclusion that their connection with manufacturers supplying right goods and affording just profits is a big asset.

Establishing consumer friendship through dealers is one of the most important details of any business and pays handsomely. It creates a Good Will that is measurable and definite. It is reckoned in financial dealings and stands in the courts. It cannot be disassociated with the handling of any product. In outlining the experience of the National Biscuit Company, Mr. W. W. Green, the president, places good will first, a view which is the more interesting because of his previous experience as a corporation lawyer. The dealer who will most thoroughly respond to the right sort of assistance is the one who will most quickly and substantially build his business.

From the manufacturer's point of view there is only one thing that holds the dealer and ultimate consumer, and that is quality. Quality stalls competition; cheapness is suicidal. There must be no elasticity to this point. The product must be the best in its class. It must meet all the requirements in a better manner than contesting brands. Success in a competing business cannot be reached with lower standards than its rivals.

Only goods with a strong character grow up to be household words; the rest get competition cramps and die young.

Trade-marked quality goods are never dear when representing the best in brains, raw materials and modern manufacturing methods.

Behind them stand both merit and responsibility, guaranteeing uniform satisfaction. However, a printed guarantee or merely to say an article is "guaranteed" may mean little or nothing. It has come to this, that the only real guarantee is the tested integrity of the manufacturer behind the goods. He must keep steadily in view his responsibility to himself, the dealer and the consumer.

The further he goes in this effort to inspire the confidence and co-operation of the distributor, the stronger will be his chances of the permanent carrying of his product.

Dealers not only want to hold their old trade but get new. They want to do business with people they have never met. Manufacturers should promote and protect their success. Practical hints should be given toward bigger, better sales. In a nutshell, disposition should be made easy. The initial order is nothing; it's the repeaters that count; it's the eager voluntary action we want; it's the best market foundation and every sale should be such as to increase prestige and consumer friendship. Poor goods will close the biggest factory—quality builds—to fake is to finish.

The idea should be carried out that all are in business together—one big family. What injures one is sure to harm the other. Manufacturers finding their material dropping below the standard should be the first to insist upon its return for correction. The producer's interests are the dealer's, and the dealer's the producer's; but the distributor's success must *precede* that of the manufacturer always.

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HOUSEHOLD NECESSITIES.

Anything that will aid in protecting the health of the family will create a demand.



BUTTER BOX. **Holds one pound block of butter**

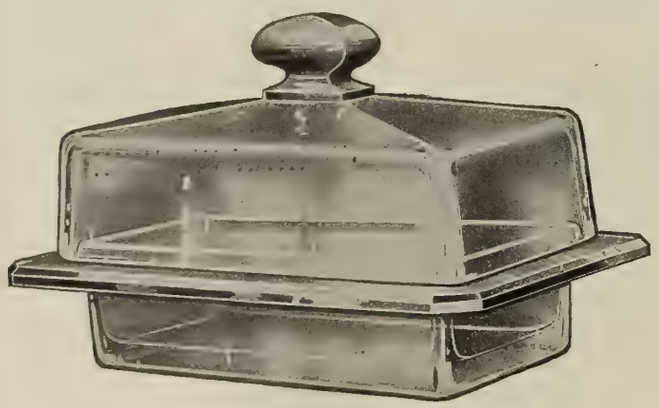


PATENT APPLIED FOR

PURE FOOD CONTAINER.

SIX SIZES:

1 Pint. 1 Quart. 2 Quarts. 1 Gallon. 1½ Gallon. 2 Gallons.



FLANGE BUTTER. **Holds one pound block of butter.**

These three articles are for refrigerator and general household use. They are clean, hygienic, non-absorbent, air-tight and fly-proof. Write for prices.

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PITTSBURGH, PA.

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W. O. Edmonston, Baltimore & Sharp Sts., Baltimore.
T. M. Schollenberger, 908 Kesner Bldg., Chicago.
Chas. C. Mayer, 406 Granite Bldg., St. Louis.
Himmelstern Bros., 918 Mission St., San Francisco.
Tobe Blumenthal, City of Mexico, Mexico.

STILL ANOTHER WINNER.



NEW IDEA

PERSIAN FILIGREE LAMPS

For both Gas and Electricity.

ART GLASS SHADES AND DOMES

in a great variety of designs and colors.

GOODS SOLD FROM THE FACTORY ONLY.

IMPERIAL ART GLASS and LAMP WORKS

26-32 Sullivan Street, New York.

Corner of Grand Street, two blocks west of West Broadway.

LOUIS LEVIEN CUT GLASS CO.,

33 Murray Street, New York.

NOTICE!

We are still selling LEADERS.

Two-pint tall jugs, $1.50 each, and other goods in proportion.

We do not handle any lime blanks. Lime blanks do not hold the polish, nor have the weight or the ring.

If you can't call, let us send you a barrel of our LEADERS.

CROCKERY & GLASS JOURNAL

NEW YORK, AUG. 24, 1911.

DEVELOPMENT OF THE JAPANESE CHINA BUSINESS IN THE UNITED STATES.

By ENNOSUKE JINUSHI, of Morimura Bros.

A MEMBER of the Commodore Perry Expedition visited a little store in the town of Kanagawa, Japan. Neither the proprietor nor the American could make each other understand except by signs, but after rummaging about a china teapot finally was selected and paid for. The proprietor finding after examination that the American had paid too much, ran out to give him back the proper change. Trade relations between these two gentlemen being still in the primitive or formative stage, the hasty exit of the Japanese dealer was entirely misunderstood by the American, who, fearing that the dealer had begun to regret the sale, immediately increased his gait to an undignified run and outfooted his pursuer. Thus we date the first authentic regular sale of a china piece to an American.

Just a little later the Japanese began to acquire some knowledge of the American people, and here and there enterprising men began to open stores with displays of goods to tempt the foreign trade, but with no conception of the wants, ideas or designs of their strange customers. To cross the ocean and investi-



gate was too much of a dare to the Japanese, and was not to be thought of.

Then we hear of Toyo Morimura, a true pioneer, who, among the first few to try his fortune in America, arrived about thirty-five years ago with a few cases of Japanese goods, consisting of china koros, vases, bowls, teapots and fancy pieces in Imari, Owari and Satsuma. At that time cups and saucers, sugar bowls and cream pitchers were entirely unknown to the Japanese potters. Although success attended these first few arrivals, it was due to the curious conceptions that the new trade had formed in relation to these quaint things in china. The decorations were entirely oriental—the bamboo and sparrow and the



chrysanthemum pattern predominating. When the news reached Japan that a demand for curios and ornamental china was strong with the Americans a number of factories opened up, and out poured loads of Owari, Imari, Satsuma and other characteristic oriental productions, to be immediately displayed by new shops which many enthusiastic Japanese came over to start.

Like everything else that has its inception in primitive enthusiasm without regard to supply and demand, this first rush resulted in an over supply of unsalable merchandise, and shopkeepers began to balk, and in a good many instances decided that they would not handle any more Japanese china, but would stand by the European productions of standard make.

Then once more the irrepressible Japanese merchant got his "thinking cap" on, and decided that he would give the American what he wanted; and so we find that just about twenty years ago the first Japanese china with European decorations began to be shown here.

To understand and appreciate this great departure from the centuries of characteristic Japanese

effects it is necessary to mention that the Japanese artists had no conception of the European or foreign method of decoration. They had no perspective, no color idea such as the other world understood it, and so they had to start with the A B C of china decorating. Therefore they deserved great credit for their quick beginning after they had an introduction. Once they had an opportunity of discovering the American taste they did not falter, but pressed on and on until they actually vied with any European production in the richness and artistic effect of their decorations Their success was solely attributable to their artistic temperament and real genius for taking pains.

Not content with this advance, the Japanese decided that decoration alone would not suffice, but the body of the china must be improved on, so that they could rank eventually with the standard makes of European potters; and with that end in view they took the next step, when there appeared in the market the first collection of white body china which set the entire American market aflame, and which has never ceased buying, as each year's production improves on the last.

A progress measured by the beginning of fifty years ago in the sale of a teapot to a business of today amounting to over two million dollars annually is something almost unbelievable; but the fact remains. And it has been a healthy progress, coming in cycles and with a regular stated improvement befitting a close study of the subject and with a due regard for the trade's desires and wants.

Once upon a time the American public bought Japanese goods because they came from Japan. Today Japanese china sells on its own worth regardless of its birthplace, and is sought after with a determination that has assured it a permanent place in the trade.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A P Lyon, with Stix, Baer & Fuller D G Co, hf, St Louis. 114 Fifth avenue.

J H Friedman, with E Wren Co, hf, Springfield, O. 320 Church.

F H Haskins, of Hills McLean & Haskins, hf, Binghampton, N Y. New Grand.

C Smith, with Brown Thomson & Co, hf, Hartford. 2 Walder.

W F Walker, with E W Edwards & Son, hf, Syracuse. The Elks.

H M Troupe, with Clarke Bros, hf, Scranton. Hoffman.

E D Garrison, with Sanger Bros, c, Dallas, Tex. 15 Mercer.

Harry M Hollander, Holyoke. Mass.

J H Imbus, with G W McAldin Co, hf, c, Cincinnati. 214 Church.

O Phillips, with McCreery & Co, hf, c. Cincinnati. 214 Church.

K N Caird, with Sweeney Co, hf, s, Baffalo. 75 Spring.

A D Wilhelm, with H A Meldrum Co, hf, Buffalo 41 Union square.

A J Kline and A J Calm, with Dives Pomeroy & Stewart, hf, Harrisburg and Reading, Pa. No. 2 Walker.

Wm Kenner, with Frederick & Nelson, c, g, Seattle. 22 East 17th.

B Banner, of Banner China Co, c, Beaumont, Tex.

N L Clark, with D H Holmes Co, t, New Orleans. 20 East 20th.

A T Rathbuu, with John A Roberts & Co, hf, Utica. Victoria.

Tom Pinder, with Curran Dry Goods Co, c, Waterbury, Conn.

E M Wilkes, of S M & E H Wilkes & Co, c, Laurens, S. C.

G S More, with Hale Bros, Inc, c, San Francisco. Somerset.

R H Gale, with W Taylor Son & Co, hf, Cleveland 51 Leonard.

N A Ferrie, with A T Lewis & Son D G Co, hf, Denver. 16 East 18th.

M L Shafer, with Hillman's, hf, Chicago. 684 Broadway.

O E Sautter, with Kennedy-McLeod McArthur Co, t, c, St. Paul, Minn. 129 West 27th.

A Hellenthal, with Nordhoff & Co, hf, Seattle. 2 Walker.

G H Guest, with Jordan-Marsh Co, hf, Boston. 31 Union square.

B W Monntjoy, with L S Ayres & Co, hf, Indianapolis. 31 Union square.

J A Belmeur, with Mannheimer Bros, s, St Paul. 320 Church.

W K Cotterell, with C K Whitner & Co, hf, Readiug. Navarre.

G E Broughton, with Shepard Co, hf, Providence. 31 Union square.

C H Reiling, with Elder & Johnston Co, hf, t, Dayton. 2 Walker.

Miss K Heary, with Sisson Bros, Welden Co, c, Binghampton, N Y. Imperial.

T A Keller, with Denholm & McKay Co, hf, Worcester. 2 Walker.

F H LePard, with Brown, Thomson & Co, s, Hartford. 2 Walker.

C S Curtis, with J Levi & Co, hf, t, Dubuque, Iowa. 100 Fifth avenue.

J B McManus, with Scruggs, Vandervoort & Barney D G Co, hf, St Louis. 214 Church.

POTTERY COMPANY IN TROUBLE.

SUIT was brought by the Commercial National Bank for $12,400 due on three judgment notes from the American China Co., Toronto, O., on Wednesday, and W. B. Gousher has been appointed receiver. It is alleged that the company is insolvent, with $122 000 liabilities.

AT THE NATIONAL HOUSEHOLD SHOW.

THE National Household Show at Madison Square Garden this week has proved an unequivocal success. Buyers have thronged there in unexpected numbers, excellent orders have been placed, and every anticipation of the management has been realized.

The Show had not been open an hour before Clifton Allen, president of the Utopian Silver Deposit and Novelty Co. paid a call at the CROCKERY AND GLASS JOURNAL'S parlor and with much satisfaction to himself declared that he had just obtained an order from a new customer that in itself paid for the whole expense of his exhibit, and that if he did no more business at all at the Garden he was fully justified in the expense he had incurred for his company.

Bawo & Dotter have an exhibit of fine china from their own factory at Limoges which is far above the average. They also show some handsome Copeland dinner patterns. Enamel ware and aluminum cooking utensils are specialties. The new b sque lamps look very pretty, as do the dainty little glass night lamps with colored paper shades. A good display of their well-known dolls is also made.

Instead of a band, a large organ placed in the gallery over the entrance to the Garden dispensed music at stated periods for the entertainment of visitors and exhibitors.

Abels, the well-known easel manufacturer, had his troubles at the outset. The sign painter had difficulty in getting the name right, and only after two or three attempts could he be convinced that "Abels" sold easels. From the original way the sign was painted one would infer that the firm was "able easily" to sell its product.

The exhibit of L. Straus & Sons in the center aisle commands attention for its artistic arrangement as well as the high quality of the goods on display. The Straus quality of cut glass is well known, and some of the specimens shown are of the highest type. The electroliers and vases attract much attention, and the stem ware with gold incrustations and etchings is very beautiful. The color scheme of the booth is royal purple, and fine Cluny lace centrepieces show off the glass to perfection. They show a new kind of fireproof cooking ware, the color of which differs from the usual run of these goods, being bright red exterior with a pure white lining. L. Straus & Sons control these goods exclusively. Fine Limoges china dinnerware is shown in superb gold incrustations, some of the service plates having pearls inlaid in the gold. The effect is very rich, R. E. L. Wells is in charge.

Harry M. Hollander was among the out-of-town arrivals and spent quite a little time calling on his many friends who were exhibiting.

The Stewart & Crocker line is varied and well worth notice, and from the numbers of people around the booth it looks as though they are doing a good business.

The presence of C F. Rogers, with the Steinbach Co., Asbury Park, brightened the JOURNAL'S booth on Tuesday.

Thomas G. Jones, representing the McKee Glass Co and the Economy Tumbler Co., makes a good display, his booth being tastefully arranged with a black background which shows up his goods to perfection. The tumblers and stemware were much admired, and the pressed glass received an unexpected compliment A visitor, evidently not a buyer, thought an ice cream dish so near cut glass that he stole it. Sandy Ehrlich, with Mr. Jones, was most energetic during the show, and it was a wary buyer that escaped this very alert young man.

Charles E. Condon, Toronto, Can., was among the number who registered at the Garden on Tuesday.

The Weintraub Brass Mfg. Co. has a beautiful and striking exhibit. The domes of the lamps made by this concern are of sawn brass, with colored silk linings. The pedestals are of pierced brass, too, and contain bulbs which produce a complete pillar of light. Although these lamps are so artistic and attractive, the prices are quite moderate. This concern does not limit its energy to making lamps, but

turns out candlesticks, fern baskets, waste paper baskets, etc. The booth is one of the first to attract the eye upon entering the Garden.

Mr. Foster, of the Mauser Mfg. Co., was brows ing around the Garden on Tuesday.

From the bewildering display of lamps one line—that of the Fulper Pottery Co., Flemington, N. J.—stands out in a class by itself. The shapes as well as the bases of the Vase-Kraft-lamps are of pottery in beautifully and wonderfully conceived designs. One, a flowing mushroom shape, is, to use their own words, a lamp to live with. The illustration of their display on another page will give an idea of the quaint shapes, but the colorings beggar description. The vases made by them are on the same art lines, and should be seen by all buyers of high class goods.

Adolph Rosner was a welcome visitor on Tuesday, and his orders were none the less welcome because they were received at the Garden.

An exhibition of quality is what Haviland & Abbot have. Their exquisite Limoges china, daintily set out on velvet-covered tables, immediately appeals to those of good taste. Among the dinnerware designs one of the most attractive has two broad bands of decorated gold incrustation, between which an ivy vine, gracefully entwined, encircles the piece. The general line of open stock dinnerware also shows some fine examples of decorations. The fancy goods are of the high order of merit characteristic of this firm.

On Tuesday night while A. R. Marryatt was busy talking to a customer, some enterprising thief carried off the best bowl on his counter. Mr. Marryatt will have to charge sixteen dollars to the advertising account for this.



At The Household Show.

G. S. More, with Hale Bros , San Francisco, was one of the out-of-town visitors who registered at the booth of the Crockery and Glass Journal. Mr. More seemed very optimistic about business, and placed orders liberally.

The Guernsey earthenware display attracts a great deal of attention. Both buyers and consumers are alike interested—the latter on account of the publicity given to these excellent goods in popular magazines, and the buyers because the demand created

by this means compels them to put in a stock. Ledden & Bates, who are in charge of the exhibit, are much pleased with the results.

J. D. Schaub and J. M. Shelley, from Eufaula, Ala. both interested in fancy china and cut glass, were among the visitors.

The exhibit of the Imperial Art Glass and Lamp Co. shows what can be done with art glass and metal work in combination. The style is called Persian filigree, and the result is truly oriental. The fine tracery of brass in delicate patterns over the variegated colored glass is original and thoroughly artistic. The concern also makes domes, showers and portables for gas and electricity.

Charles Herman, buyer for the Kessner Store on Sixth avenue, spent Tuesday evening at the Garden, and was besieged by his friends and acquaintances.

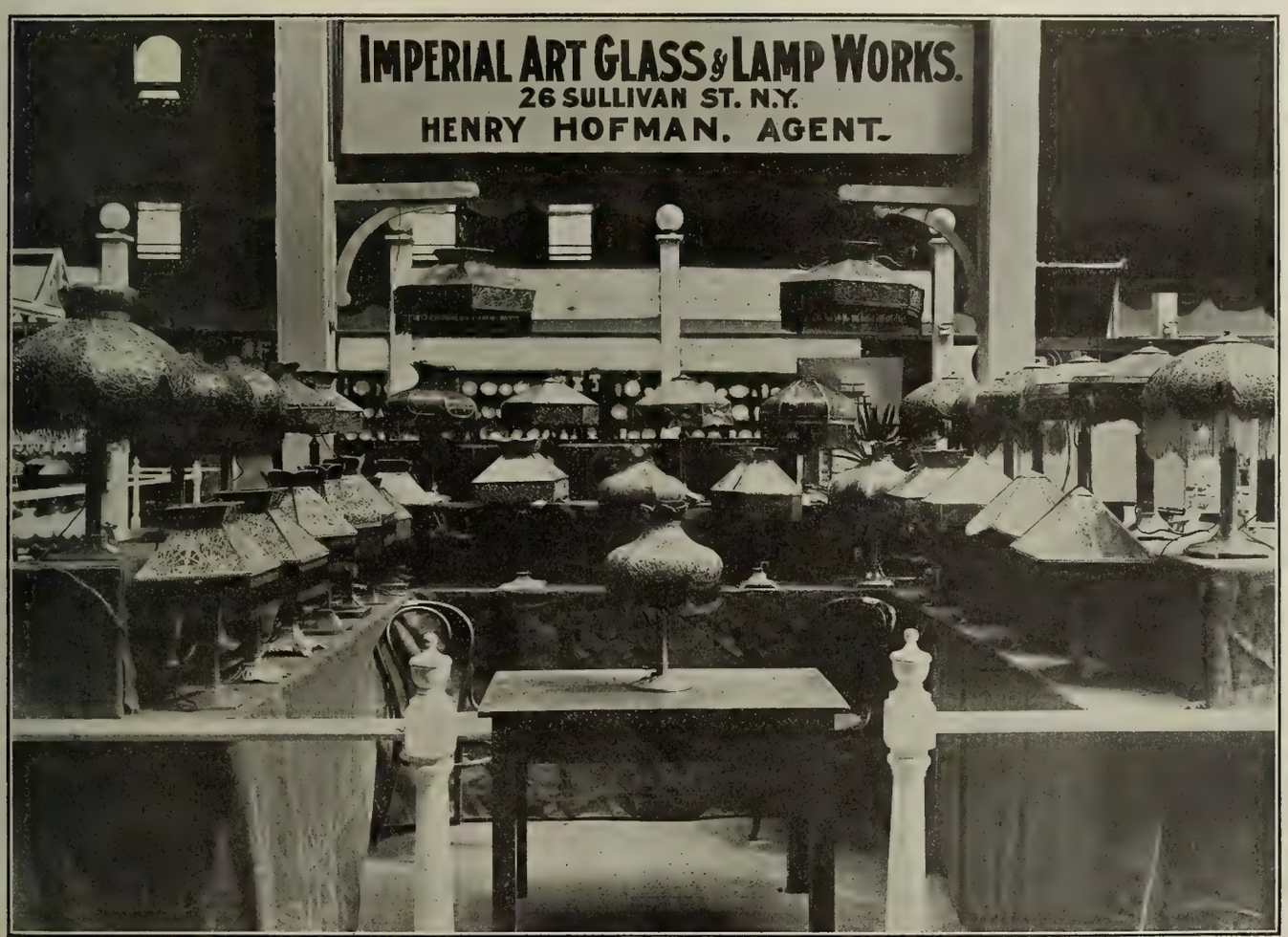
A. R. Marryatt's exhibit of the Pioneer Cut Glass Co's goods includes the celery and salted almond sets described in another column. They are put up in boxes, and make an attractive showing on a sales counter. Mr. Marryatt has done good business at the Garden.

Max Herbert has two booths, one of which is devoted to the Bonita Art Co.'s gold decorated china specialties. The samples displayed comprise all kinds of specialties, tea and coffee sets, vases, etc.

The West End Pottery Co., East Liverpool, have Booth No. 16, with their New York representative, William M. Warrin, in charge. Among the dinnerware patterns shown is their new "Puritan" shape, which is a radical departure from anything that the concern has ever made. Also the sanitary china fruit jar funnel. This is a great improvement over the tin or enameled ware article.

Mr. Warrin also has an exhibit of the Reed Glass Specialty Co.'s Economy towel rod. This handy contrivance is of glass with nickel plated ends and brackets, and is as useful as it is cheap. It retails at twenty-five cents with an excellent margin for the dealer.

The McCoy Pottery Co., another of Wm. M. Warrin's interests, is also represented at Booth 16. Their chief line consists of vases, jardinieres, fern dishes, pedestals, umbrella stands, etc., in matt green deco-



At The Household Show.

rations, also in imitation onyx-marble—the latter being their latest production.

Frank P. Abbot and Edgar M. Abbot evinced great interest in the old files of the JOURNAL to be found at our booth, and spent quite a little time looking through the old advertisements of firms with which they were familiar.

Emil F. Kupfer's line, shown in conjunction with Stewart & Crocker's, is very attractive. The redoubtable Eddy Hammond knows a lot of buyers and they all like to stop and chat with him. He also handles the Niagara Cut Glass Co's product. This latter concern has turned out some delightful new designs, one with a ribbon effect being particularly noticeable.

George R. West and William R. Demorest, showing the lines of the Westmoreland Specialty Co., have had many favorable comments on the quality of their glass This is the first complete line of colonial cuttings on lime blanks that has been offered.

G. G. Peck, of Newburgh, N. Y., was a visitor at the Show on Tuesday night.

"CONFIDENCES OF A COLLECTOR."

VISITORS to the South Kensington Museum do not need to be told of the singular value of the collection of two thousand specimens of old English pottery, porcelains and enamels brought together by Charles Schreiber, M. P., and his wife, Lady Charlotte, and presented by the latter to the nation. These—and many other objects of art now in the possession of Lady Charlotte's family—were gathered by the harmonious pair in the course of many journeys on the Continent. The diaries, recently published by the John Lane Co., in which their expeditions and joyous discoveries are described, are full of fascination for the collector—who can hardly afford to be ignorant of them.

Things for which prodigious prices are paid today were then to be bought for very little, and the collector who had knowledge and judgment found treasures on every hand. Lady Charlotte had taste which was almost genius, but she did not depend upon that; she studied her subject indefatigably and became an authority of renown. Mr. Mortlock, the well-known London dealer, has said that nearly all he knew about china he learned from her. With her



AT THE HOUSEHOLD SHOW.

husband she ransacked little out-of the-way villages as well as cities, and visited museums and private collections, constantly acquiring richer knowledge and making interesting acquaintances everywhere. She left no stone unturned, her son says, and he adds a story told to him by Sir Joseph Duveen:

He happened to be over in Holland, searching for "objects d'art," when he heard of some wonderful pieces of china in a little village a long way from any town or railway; to get to this remote place entailed a long and tedious journey by carriage. He started off on his expedition, but as he was nearing his destination he observed a fly driving out of the village toward him; he looked into it as it passed and he saw the face of my mother; he felt at once that he had been forestalled, and he continued his journey only to find that she had snatched the prize, which she was carrying off with her.

There could hardly have been any antiquarian shops on the Continent which were unvisited by Lady Charlotte. Few dealers attempted to offer her "fakes;" and as, year after year, she returned with her husband they skimmed the cream of the ever changing market. Sometimes they left coveted objects in the shop, to be retrieved, possibly at a smaller price, another year. Sometimes they sent to sales things which they replaced by others of greater value. They carried a "collecting basket," in which their trophies accompanied them home, precious fragilities often having narrow escapes in crowded streets and jolting vehicles. They were truly as happy in these journeys "as two children out of school." There was not only the excitement of the discovery of treasures. Beautiful scenery and noble architecture were dear to this accomplished pair, and these diaries record many an hour of delight with which bibelots had nothing to do.

A typical story—the Story of the Double Gourd-shaped Bottle—concludes these volumes. The bottle was pretty; it was painted in bright colors with a landscape and flowers and was purchased in Rotterdam by Mr. Schreiber when making a solitary expedition in Holland. Having other things to carry unassisted back to England, he arranged with the dealer that the bottle and another bulky object should be put aside for him until his next visit. Two months after he returned with his wife and secured the bottle, which had escaped a sale by the forgetful dealer to somebody else. Uncertain as to what the bottle was, though they thought it was something good and rare, the Schreibers consulted a friend, an eminent Dutch painter. It was only German, he said, and not at all



At The Household Show.

a prize. Out of conceit with his bottle and not disposed to be burdened with it on his journey back to England, Mr. Schreiber handed it over for sale to a Utrecht dealer, who knew an amateur "who would give any money for it." Six months later, when again at Utrecht, the Schreibers learned that the great amateur mentioned had bought the bottle for 100 florins—but had, crestfallen, brought it back to the dealer in a few days with the statement that his friends had told him that "it was only a piece of German ware and of no value whatever." Disgusted with the returning botttle, for which he had paid a sovereign, made a few fine things at Rouen when on his way to Holland, where he introduced the same style in a few pieces." Only about a dozen pieces are known to exist. They had thrown away an absolute treasure! They mournfully returned to England, remained a week, and then set forth again on a collecting tour, going first to Brussels. The day after their arrival they made as usual a tour of the shops.

One shop of no great account, Polonet's in the Rue Gretry, was singularly deficient in objects of interest, and, having well ransacked it without any result, they were on the point of leaving it, and had



At The Household Show.

Mr. Schreiber sent it to an Antwerp sale, where at last it was purchased by somebody for eighteen shillings. Exit the troublesome Double Gourd-shaped Bottle!

Nearly a year after our travelers were in Normandy and happened to visit the museum at Rouen. And there, in the place of honor, they saw something which filled them with despair—a group of bottles exactly like their Old-Man-of-the-sea-of-a bottle!

Then they learned what they should have known in the first place—that the despised bottle was rarest of the rare, finest of the fine, "said by Pottier to have been the work of one Denys Dorio, an Italian who reached the door, when Lady Charlotte happened to cast her eyes to a topmost shelf, on which a bright, familiar object met her astonished and delighted gaze.

"What is that I see above?" said she.

"Oh, it is only an old bottle of German ware," said the dealer, and he reached it down.

There was no mistaking it now. It was the long lost, much lamented bottle, which their better educated sense now showed them to be of the priceless Rouen fabric.

Her husband was overjoyed at the recovery of the beloved object, and he instantly paid whatever he was asked without any demur. Luckily it was only forty francs, and he walked away with the bottle

which after a series of adventures had come so happily into his hands.

The dealer had bought it at the Antwerp sale some months before, and, singularly enough, it had not caught the attention of his clients, though there are many first-rate amateurs, especially of faience, at Brussels. Some of them to whom Mr. Schreiber showed it subsequently instantly recognized its origin and were not a little vexed that they themselves, being on the spot, had overlooked it in Polonet's shop. Taken altogether, it was one of the most exciting events in the collectors' ceramic career.

tion it is necessary for him to do more advertising and use more aggressive sales methods than is required in the case of the merchants who are more favorably located. While the expense for rent is lower, nevertheless the advertising expense is so much greater as to make the poorer locatfon cost the merchant fully as much as the rental for a store on the main thorough fare. This fact is sometimes overlooked by merchants who are starting in business, but it should always be taken into consideration in figuring the relative cost of rentals.

However, it may safely be said that an unfavor-



Utopian Silver Deposit and Novelty Co.'s Exhibit.

ARE YOU ON A SIDE STREET?

A GREAT many merchants are confronted with the problem of how to overcome a side street location. While every merchant is aware of the fact that a location on the main thoroughfare in a city or town is a most important consideration, it sometimes happens that such locations are unobtainable for the very good reason that they are scarce, and for the further reason that the merchant is unwilling to wait until the particular location he desires is vacated by the present tenant.

It may be accepted as a universal rule that whenever a merchant is forced to take a side street location it is necessary for him to do more advertising and use more aggressive sales methods than is required in the case of the merchants who are more favorably located. While the expense for rent is lower, nevertheless the advertising expense is so much greater as to make the poorer location cost the merchant fully as much as the rental for a store on the main thoroughfare. This fact is sometimes overlooked by merchants who are starting in business, but it should always be taken into consideration in figuring the relative cost of rentals.

However, it may safely be said that an unfavorable location is not an insurmountable obstacle on the road to success. As stated above, given a store that handles the right line of goods, by which we mean goods suited to the class of people living in the neighborhood of the store; given good service, competent sales clerks, and a clean, well lighted and attractive appearing establishment, the foundation for success is well laid. After this comes aggressive advertising methods, and sales plans that make it worth while for people to go out of their way to trade at the store.

While it is true that many stores object to the use of premiums, nevertheless premiums offer one of the best methods of attracting people to the store that can be employed.—*Housefurnishing Review.*

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 24, 1911.

ON view this week at Madison Square Garden the old files of the CROCKERY AND GLASS JOURNAL stirred up quite an amount of interest, and visitors were constantly calling with their friends to point out items printed in times long past. Julius F. Palme took great pride in pointing out the advertisement of Palme & Co. which appeared in Volume 1, No 1, issued in 1874. L. Straus & Sons, too, were early advertisers in the first bound volume of the oldest crockery paper in the field Since the inception of the JOURNAL, and during its thirty seven years of successful publication, sixteen rivals have appeared with more or less confidence of success, and have duly succumbed. To day the JOURNAL stands throughout the world as the representative paper in America of the pottery, china, glass and lamp industries.

APPROVES OUR EDITORIAL.

Editor CROCKERY AND GLASS JOURNAL

Dear Sir: The letter written by one of the buyers in your last issue interested me very much. I couldn't help laughing when I read it, especially as I had in mind one particular instance that happened only a short time ago when I took an order from one of the department stores and was most particular, on account of the inside price which had been given, to have the terms positively understood. Contrary to the usual terms of the house, these were net cash.

I asked for a signed copy of the order, and the buyer said he would mail it in to the house. This was done Although the package and cartage clause were printed on it in very small type, the terms were not printed, but had been written in—viz., two per cent. discount—when it was positively understood that there was to be no cash discount.

If buyers would always give the salesmen a signed copy when the order is taken the latter might notice these little tricks; but they prefer to mail it in to the house direct. This has been my experience as a road salesman. No matter how strongly you talk to the buyer, no matter what terms you make, it seems almost invariably the rule to get the cash discount clause in when it is not intended that it should be allowed, and the package charge will usually be omitted when it is understood that the package charge must be paid.

If the signed order copies are not made to deceive the heads of the house and the salesmen, and if it is a rule that there should be no charge for package, why then is it that in many instances the term "no charge for package" is put on these printed order copies in such small type that you almost need a magnifying glass to see it?

Your editorial, "Who Makes the Terms?" was highly approved by those who have been sufferers from such practices. Of course it was not liked by those whom it hit. That was not to be expected.

Yours very truly

SALESMAN

PERSONAL.

THE next time E. L. Van Buskirk, the importer of Japanese art goods at 548 Broadway, goes on a vacation he says he'll put a watchman in charge of his lares and penates. No matter how artistic and valuable china may be, it is usually considered immune from burglars; but in this case it must have proved exceedingly attractive, for they carted away a whole lot of it, together with all the silverware they could lay their hands on, while the family was away in Maine. No clue to the theives has yet been obtained.

⚜

Frank Kline, representing the Warner-Keffer China Co., East Liverpool, is at the Grand Hotel with a line of samples.

⚜

Robert Orr, formerly buyer for Jos. Horne & Co, Pittsburgh, is now buying for S. P. Dunham & Co., Trenton, N. J. He was in New York this week placing orders, and incidentally took in the Household Show.

⚜

Jack Carlin is at the Grand Hotel with his samples of Pope-Gosser china.

⚜

William Anderson, head of the manufacturing department of the United States Glass Co., and George Dougherty, superintendent of Factory R., Tiffin, O., were visitors to New York this week.

⚜

William M. Oddie and Frank T. Bowman, of the George H. Bowman Co., are in the city. Mr. Oddie

is so enthusiastic over their enamelware that the boys have dubbed him "Aluminum Bill."

⚜

Arthur Pohlmann has resigned his position as buyer for Daniels & Fisher Stores Co., Denver, and returned to his home city. This action must have very sudden, and is to be regretted, for Mr. Pohlmann is an excellent buyer.

⚜

J. H. Venon, who has been abroad looking after his interests in French china and Swedish china and glass, sails for home on the "Provence," leaving August 26.

⚜

O. L. Sutherland, with George F. Bassett & Co., who has been in Europe for several weeks, arrived home last Friday. He will leave this Friday night for his regular Western trip, which will take him to the Pacific Coast.

⚜

William Cannon, formerly with the Onondaga Pottery, has engaged to travel for H. C. Edmiston.

⚜

John Westwater, of J. M. & W. Westwater, Columbus, O., spent three or four days in New York last week. He says that his business is spreading and that he is getting more and more into fine goods.

⚜

W. J. Hague, with George F. Bassett & Co., came home on Monday with a fine coat of tan acquired at Far Rockaway hobnobbing with some of our city fathers.

⚜

Walter E. Knowles, secretary of the J. Pouyat Co., who has been abroad visiting the factory in France, arrived home on the "Baltic" Monday. After his visit to the factory, Mr. Knowles, accompanied by his wife, made quite an extensive tour through Europe, and came home delighted with his experience, for though he had been across the water before it was only to the factory and return; so the experience as a tourist was new.

⚜

Charles Weiss, with Wm. Guerin & Co., who has been making a European tour, including a visit to Limoges, arrived home on the "Amsterdam" Monday.

⚜

D. King Irwin, of the New York force of the United States Glass Co., came home on Wednesday from a trip to Holton, Mich , where he went to act as best man at Blair Baggly's wedding. The groom is a son of Ralph Baggly, who was formerly president of the United States Glass Co. A curious family combination is the result of this wedding. Mr. Irwin married the eldest daughter of Ralph Baggly, who in turn married Mr. Irwin's sister. The question is, What relation do the children of these three families bear to each other?

⚜

Arthur Burgduff, of Duluth, Minn., representing the American Trading Co., is in the city this week. He is opening a new basement for housefurnishings and china lines in a large department store in Duluth. The concern runs similar departments in other large cities. Mr. Gale, of Cleveland, accompanied him.

⚜

C. F. Holbrook, manager of the New York office of Edward Miller & Co., left on Thursday night for a two weeks' vacation at Black Point, near New London, Conn.

⚜

To kill three bears inside of two weeks is no mean feat, to say nothing of catching 148 pickerel and trout meanwhile. That is the record of L. Hascher, who buys for W. V. Snyder and the Goerke Co., Newark. He spent his vacation up in Pike County, Pa., and naturally with such a bag could not but be content. Mr. Hascher was in the District this week placing orders for a big special sale to take place on the tenth of September, and about the first of the month will visit the domestic manufacturers in the West to buy for another sale to be held in October. He also remarked that his firm had purchased a square of ground in Elizabeth, N. J., and would open a store there as soon as they could erect a building.

⚜

W. K. Andrews, with the Cleland-Simpson Co., Scranton, Pa., was buying in the District this week. Mr. Andrews has only been with the firm since last April, and this is the first tims he has been in New York in their interest. He is at the Broadway Central.

⚜

Arthur Shackleton, of the Climax Cut Glass Co., is stopping at the Herald Square Hotel with a line of the new method cut lime glass blanks.

⚜

Harry M. Hollander was in town this week. He will close up his affairs in Holyoke, and is open for an engagement as buyer.

⚜

E. S. McFarland, who runs a five, ten and twenty-five cent store at Rutherford, N. J., met with an unpleasant experience while swimming recently. Diving from a boat, he struck the water at such an angle that the impact injured his ear drum, and he is afraid his hearing may be permanently impaired.

⚜

L. H. Bown, of the Buffalo Pottery, had intended visiting New York this week, but will have to postpone his trip for a time in consequence of an injury to his foot sustained while working around the kilns.

TRADE TIPS.

THE Medford Furniture and Hardware Co. Medford, Ore., is erecting a new building for its retail and wholesale business, and will handle pottery and glassware.

Wheeling, W. Va.—The George W. Johnson's Sons Co., incorporated with $20,000, will do a wholesale and retail business in enameled ware, housefurnishings and hotel china and hotel supplies. Catalogues are wanted.

Franklin, Tex.—The Franklin Furniture and Hardware Co. wants catalogues on pottery and glassware.

Central City, Neb.—W. J. Opper, who has started in business here, wants catalogues on housefurnishings.

Macon, Ga.—Dunlap Hardware Co. is erecting a new building and will increase its pottery and glassware stocks.

Ensley, Ala.—The Smith Hardware Co. wants catalogues of five and ten cent items in pottery and glassware.

Glens Falls, N. Y.—The Robinson Hardware Co. is increasing its five and ten and twenty-five cent department and will carry pottery and glassware.

Vergennes, Ill.—Larger quarters have been taken by the Ward Jochum Co., who will handle pottery and glassware.

Mt. Vernon, Ill.—John A. Koon, who recently suffered $4,500 loss by fire, will rebuild and wants catalogues of pottery and glass lines.

JARDINIERES AS WASTE BASKETS.

"WHY, that's what big earthen jars are made for!" asserted the Artist-Man. "I set three or four flimsy waste baskets afire before I found this way out of trouble. The man in the store said it was to put a big palm or rubber plant in, but I knew better. I lugged it home, just as it was, and since then I've taken solid comfort. I can drop half burned matches into it or knock my ashes out, no matter if there is a lot of scribble paper and old letters in it. They may smolder, but they can't do any harm before I find it out. The janitor is willing to handle it with care because what I drop into it stays until he empties it; the pencil sharpenings and charcoal dust and the like don't leak out and make a mess on the rug, nor do they stick to the sides and bottom of the jar and refuse to come out when he turns it upside down to empty it, as they always did with every waste basket I've owned. Give me my big, dark jardiniere, and keep all your elaborate, ribbon-trimmed wicker fire-traps and give to the fellows who don't smoke and don't have to light gas burners!"

U. S. GLASS CO.'S ANNUAL STATEMENT.

THE annual statement of the United States Glass Co., of Pittsburgh, for the fiscal year ending June 30, just issued, shows profits $114,716 against $141.339 for 1910. Net gain for 1911 is placed at $89,601 as against $113,056 for last year. An increased production of 5,264,266 pounds of glass, or 12½ per cent. more than the previous year, is shown. Non-interest bearing bonds have been reduced $21,000, and within eighteen months all the bonds will be cancelled. The assets have been largely increased by the erection of a factory at Glassport and a cutting shop at Tiffin, part of the profits having been devoted to these purposes.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Aug. 5, '11	Corresponding period 1910	Exports Jan. 1 to Aug. 5, '11	Corresponding period 1910
Boston	173	109	5130	4914
New York	205	217	4688	4811
Baltimore	576	....	7292	8925
Philadelphia	121	151	2975	3922
New Orleans	20	86	615	1538
Newport News	17	....	43	155
San Francisco	....	....	242	
Portland (Me.)	....	....	545	1029
Galveston	56	11	599	929
Portland (Or.)	....	....		
Inland Points	2	45	879	1410
Total	1170	619	23008	27643

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Aug. 5, '11	Corresponding period 1910	Exports Jan 1 to Aug. 5, '11	Corresponding period 1910
New York	205	200	4476	5298
Boston	173	109	5098	4427
Philadelphia	121	151	2953	3735
Baltimore	576	....	7287	11685
San Francisco	....	....	215	151
New Orleans	20	86	564	1808
Portland (Me.)	....	....	389	1943
Galveston	56	11	599	1016
Newport News	17	....	43	922
Portland (Or.)	....	....	....	30
Inland Points	2	58	251	922
Total	1170	615	21875	31962

ON THE PACIFIC COAST.

FALL and winter goods are coming in rapidly. Most of the crockery and glass dealers have about completed their clearance sales and are opening up new supplies. The season this year seems to be earlier than for some years past, and all are under the impression that business will steadily increase from now on.

Arthur Kidd, of Marsh & Kidd, has returned from his trip through the southern part of the State and brings very encouraging reports of business conditions there. He expects to find a ready sale for the fireproof cooking ware from the Guernsey Earthenware Co., of which he has just received a complete line of samples. A large shipment of goods from the Duncan & Miller Glass Co., is also now being displayed

The Emporium is making an innovation. In its basement, which comprises about forty thousand square feet, will be represented every department in the store, but a cheaper grade of goods will be shown than that now carried on the upper floors. The crockery and glass will occupy four center aisles, the brass and pottery goods an adjoining aisle, and one long side aisle will be devoted to the enameled ware and kitchen supplies. The fancy china and odd pieces will be shown in an end section of the crockery and glass department. This is an entirely new feature, but one which the managers have every reason to believe will be very successful.

Chas. A. Bacon, manager of San Francisco Crockery and Glassware Co., announces that the Los Angeles office, under the management of Walter N. Reeves, will be upon for inspection in a few days.

Mr. Wynnkoop, of Pasadena, representing C. E. Wheelock & Co., Peoria, Ill., is now in San Francisco after a long trip through the southern territory.

W. J. Bernhardt, buyer for the Farmers' Union of San Jose, has been in the city placing his fall orders.

W. E. Graves, local jobber, who has rooms in the Kamm Building on Market Street, is now in Portland and expects to make quite an extended trip through the north western territory before returning to San Francisco.

J. A Hill, representing A. H. Heisey & Co. has left San Francisco for his trip to Los Angeles and the southern territory.

C. B. Rowe, vice-president of the Fostoria Glass Co., which has its local offices on Mission Street, is expected to visit San Francisco in a few days. Mr. Heastand, who represents this company here, is preparing for his northern trip. He takes with him a large line of samples of the new silver deposit glassware which has proved so salable here.

F. Dohrman, Jr. has gone to Honolulu for a stay of some weeks. He is combining business and pleasure on this trip.

Henry Cronemeyer, representing Bawo & Dotter, has just returned from Denver and is getting things in shape at the local office so that he can leave in a short time for his trip through the northwest territory.

George Boomer, local representative of the Plume & Atwood Mfg. Co , has gone East to attend the annual meeting of the salesmen of this company to be held at Waterbury, Conn., very shortly.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for two weeks ending August 22, 1911.

ANTWERP

377	packages	glassware	B Gutte
26	"	"	Graham & Zenger
11	"	"	L Straus & Sons
3	"	"	Fensterer & Ruhe
4	"	"	Frank & DeKeyser
11	"	"	Strobel & Wilken Co
148	"	"	Miscellaneous Orders
32	"	earthenware	L Straus & Sons
31	"	"	E R Thieler
33	"	"	G F Bassett & Co
51	"	"	Koscherak Bros
44	"	"	Bawo & Dotter
22	"	"	O Goetz
14	"	"	L D Blo h & Co
6	"	"	Fensterer & Ruhe
9	"	"	Strobel & Wilken Co
47	"	"	Geo Borgfeldt & Co
24	"	chinaware	Strobel & Wilken Co
17	"	"	Frank & DeKeyser
83	"	toys	Strobel & Wilken Co
26	"	"	G W Travers
38	"	"	C B R uss
223	"	"	L H Mace & Co
209	"	"	Miscellaneous Orders

COPENHAGEN

29	packages	earthenware	Bawo & Dotter
13	"	"	C B Rouss
2	"	glassware	Fensterer & Ruhe
603	"	toys	Geo Borgfeldt & Co
227	"	"	Miscellaneous Orders

HAVRE

37	packages	chinaware	Wm Guerin & Co
15	"	"	L Straus & Sons
9	"	"	J Pouyat Co
14	"	"	Vogt & Dose
25	"	"	Bawo & Dotter
81	"	toys	B Illfelder & Co
11	"	"	Bawo & Dotter

GENOA

89	packages	earthenware	H Creange
10	"	"	Miscellaneous Orders

TRIESTE

45 packages glassware ..... A L Crawford
384 " " ..... Miscellaneous Orders
10 " toys..... Geo Borgfeldt & Co

BREMEN

53 packages glassware..... L Straus & Sons
75 " " ..... J H Venon
100 " " ..... Eimer & Amend
59 " " ..... H Endemann
22 " " ..... Knauth, Nachod & Kuhne
30 " " ..... A Steinhardt & Bro
38 " " ..... Samstag & Hilder Bros
335 " " ..... Strobel & Wilken Co
286 " " ..... Miscellaneous Orders
51 " earthenware..... Knauth, Nachod & Kuhne
16 " " ..... F W Woolworth & Co
8 " " ..... Bawo & Dotter
23 " " ..... Karl Hutter
80 " " ..... Miscellaneous Orders
109 " chinaware. ..... Strobel & Wilken Co
20 " toys.. ..... Geo Borgfeldt & Co
17 " " ..... Bawo & Dotter
4 " " ..... F A O Schwartz
646 " " ..... Strobel & Wilken Co
164 " " ..... Miscellaneous Orders

HAMBURG

19 packages glassware..... Fenesterer & Ruhe
5 " " ..... F Euler & Co
82 " " ..... Eimer & Amend
6 " " ..... F W Woolworth
67 " " ..... W R Noe & Sons
3 " " ..... Knauth, Nachod & Kuhne
44 " " ..... Strobel & Wilken Co
282 " " ..... Miscellaneous Orders
107 " earthenware ..... Bawo & Dotter
78 " " ..... L Straus & Sons
80 " " ..... L D Bloch & Co
62 " " ..... Strobel & Wilken Co
261 " " ..... Miscellaneous Orders
1 " chinaware..... Bawo & Dotter
31 " " ..... Strobel & Wilken Co
91 " toys..... B Illfelder
7 " " ..... Samstag & Hilder Bros
5 " " ..... G W Travers
5 " " ..... L H Mace & Co
14 " " ..... Knauth, Nachod & Kuhne
264 " " ..... Strobel & Wilken Co
150 " " ..... Miscellaneous Orders

LIMOGES

140 packages chinaware..... Theodore Haviland & Co

LIVERPOOL

53 packages earthenware..... The Rowland & Marsellus Co
8 " " ..... Fondeville & Van Iderstine
2 " " ..... J Wygand & Co
14 " " ..... E Boote
38 " " ..... Bawo & Dotter
8 " " ..... H C Edmiston
13 " " ..... F W Woolworth
10 " " ..... Ed Butler
37 " " ..... Maddock & Miller
16 " " ..... G F Bassett & Co
15 " " ..... Meakin & Ridgway
1 " " ..... L Straus & Son
10 " " ..... R Slimmon & Co
23 " " ..... W S Pitcairn
19 " " ..... Lazarus & Rosenfeld
2 " " ..... Strobel & Wilken Co
87 " " ..... Miscellaneous Orders
97 " toys ..... Geo Borgfeldt & Co
4 " " ..... C B Rouss
215 " " ..... F A O Schwartz
17 " " ..... Strobel & Wilken C
171 " " ..... Miscellaneous Orders

LONDON

20 packages toys..... Strobel & Wilken Co

GLASGOW

19 packages glassware..... H A Rogers & Co

ROTTERDAM

167 packages earthenware ..... Geo Borgfeldt & Co
43 " " ..... L D Bloch & Co
5 " " ..... O Goetz
100 " " ..... Lazarus & Rosenfeld
12 " " ..... G F Bassett & Co
166 " " ..... Bawo & Dotter
88 " " ..... L Straus & Sons
27 " " ..... Strobel & Wilken Co
176 " " ..... Miscellaneous Orders
79 " glassware..... Graham & Zenger
11 " " ..... L Straus & Sons
18 " " ..... Strobel & Wilken Co
14 " " ..... Miscellaneous Orders
4 " chinaware..... Strobel & Wilken Co
124 " toys ..... B Illfelder & Co
25 " " ..... F A O Schwartz
73 " " ..... Samstag & Hilder Bros
184 " " ..... Strobel & Wilken Co
627 " " ..... Miscellaneous Orders

SOUTHAMPTON

4 packages chinaware..... J H Venon
15 " " ..... A G Moment
3 " " ..... Ceramic Importing Co
10 " " ..... Bawo & Dotter
8 " " ..... C L Dwenger
155 " " ..... Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

88 packages earthenware..... Jones, McDuffee & Stratton Co
71 " " ..... Mitchell Woodbury & Co
4 " " ..... Houghton & Dutton
38 " " ..... American Express Co
4 " " ..... A W Chesterton
2 " " ..... Richard Briggs & Co
3 " " ..... Meakin & Ridgway
5 " " ..... E Boote
4 " " ..... Rowland & Marsellus Co
4 " " ..... Jordan Marsh Co
34 " " ..... Miscellaneous Orders

HAMBURG

87 packages earthenware..... Jones, McDuffee & Stratton Co
5 " " ..... F W Woolworth
486 " " ..... National Despatch Co
220 " " ..... Geo Borgfeldt & Co
87 " " ..... Houghton & Dutton
2 " " ..... Stone & Downer Co
17 " " ..... L Wolf & Co
11 " " ..... American Express Co
82 " " ..... R F Downing & Co
10 " " ..... F L Roberts & Co
300 " " ..... Miscellaneous Orders

ANTWERP

52 packages earthenware..... Jones, McDuffee & Stratton Co
4 " " ..... L Wolf & Co
8 " " ..... Houghton & Dutton
10 " " ..... Geo Borgfeldt & Co
5 " " ..... American Express Co
1 " " ..... W N Proctor & Co
12 " " ..... Miscellaneous Orders

HONG KONG

6 packages earthenware..... Jones, McDuffee & Stratton Co
148 " " ..... Miscellaneous Orders

GENOA

1 package earthenware..... Miscellaneous Orders

The New York Crockery and Glass District.

John Morgan & Sons have just issued a handsome catalogue, profusely illustrated with fine half tone and color engravings, of their latest effects in shower and dome fixtures and lighting glassware in Modern Stained Glass (patented) This booklet, which should be in the hands of every buyer, will be sent on application. The diversity of design was never so thoroughly demonstrated as it is now with the large and complete line this firm has on display at their showrooms, 61 East Ninth street, a few doors west of Broadway. Among a number of new shower fixtures just received from their Brooklyn factory is an acorn design which is especially effective. It is composed of a centre dish with an acorn decoration in green, gold and ruby, harmoniously blended, and four small shades in which the design and color treatment is accurately carried out. The heavy hammered brass band gives the fixture the appearance of a massive casting. The price is very moderate and it should prove to be a big seller. There is also also a full line of portables for either gas or electricity.

Bawo & Dotter announce that they have a new catalogue ready showing complete lines of their new fall stock goods. Anyone desirous of having a copy should drop them a postal.

Passers-by on West Broadway one day last week stopped to look at J. M. Stewart manipulating a queer-looking brush. Closer inspection revealed the fact that the brush was really the nozzle of a vacuum cleaner. This is a new idea in cleaning cut glass. Mr. Stewart says that it works very satisfactorily, the powerful air suction drawing out every particle of dirt, and that he would not be without it for twice the cost.

Amoug the exhibits of cut glass in the New York hotels will be found that of the Pioneer Cut Glass Co. at the Marlborough, room 334. Fred Schiessler has this in charge and will remain there until next Monday. He is showing an entirely new line of samples, including the very latest in salted almond and celery sets. The almond sets comprise a seven-inch dish and six small individuals. The celery set consists of a celery tray and six individual salt dips. The cutting on these novelties is mitre colonial style. He is also showing some very handsome vases, jugs, tumblers, oils, sugars and creams in a floral cutting designated the "Wild Rose." The design has undoubted merit and is carried out in an artistic fashion.

O. J. O'Donnell, who until last week was in partnership with A. C. Dorner under the firm title of O'Donnell & Dorner, retains the office at 19 Park Place. Mr. O'Donnell will represent the Crescent Cut Glass Co., of Newark, N. J., whose line of samples he is displaying; also the French China Co., of Sebring, O., and the Ionia Mfg. Co , Trenton, N. J. He has also been appointed agent for the silver-deposit ware of the Richter Mfg. Co., Providence, R. I.

Edward Miller & Co. are making a splendid exhibition of lamps. The samples have been augmented by new arrivals recently, and buyers can find everything from a simple gas portable or an inexpensive electric portable up to elaborate lamps, chandeliers and electroliers in ornate and classic designs and with any number of lights.

Alex G. Menzies is meeting with great success in the introduction of the Higbee Hot or Cold Sanitary Bottle. This new bottle is attractive in appearance, easily cleaned, strong and durable, and absolutely sanitary. Prices are moderate, considering the quality and usefulness of the article.

A. C. Dorner, who started in business for himself after the dissolution of partnership with James O'Donnell, has taken the showrooms at 25 West Broadway, until recently occupied by the Royal Copenhagen Porcelain Co. Mr. Dorner has purchased all the fixtures and will have a showroom equal to any in the District. Among other lines that he is to

represent will be the Demer Bros. cut glass. This latter concern has only been incorporated within the last few weeks. Their patterns and designs are decidedly original, and their floral cuttings are unsurpassed. There is no doubt but that Mr. Dorner will make a great success. His personality is pleasing, and he has made hosts of friends.

Besides carrying dinnerware in open stock patterns in great variety, Haviland & Abbot Co. have on exhibition at their Barclay street wareroom a line of fancy goods in entirely new shapes and novel patterns that are practical for use as well as ornamental. Their open stock patterns include everything from the white edge ware to the rich decorations, including acid etched incrusted borders.

AT BOSTON.

LEADING buyers highly praised last week's edition of the CROCKERY AND GLASS JOURNAL with its many illustrations and descriptions of New York houses. Trade conditions continue to grow favorable for an early fall rush. Business at present is spotty, some members reporting it active and others slow. Buyers are returning, however, and the retail improvement should begin soon.

Charles Kaiser is at the Boston headquarters of Morimura Bros., 144 Congress street, with the full lines for spring import. Many new features are embraced in these Morimura offerings.

Frank Primrose, representing Graham & Zenger, New York, was visiting the trade this week.

Pat. Hanley recently acquired the representation of the Richter Mfg. Co, Providence, R. I., which makes an extensive line of silver-deposit ware.

Thomas A. Keller, buyer of the china and housefurnishing departments of Denholm & McKay Co., Worcester, departed last week on a well-earned vacation.

E. W. Craig, in charge of the Pittsburgh territory of the United States Glass Co., accompanied by Harry Rushwa, manager of the catalogue department, were visitors to Boston last week.

Miss M. A. Murphy, who presides over the books at the A. Weiscopf Co., agents for the Greenwood Pottery Co., Trenton, will vacationize beginning September 2 at Gloucester.

Mr. Lajoi, with the McKee Glass Co., Jeannette, Pa., is visiting their Boston salesman, John E. Sawyer.

Geo. K. Marshall, with Henry T. Edwards, the Fostoria Glass Co. exponent, reports some very good business resultant from a jaunt up Northern Massachusetts way.

Herbert E. Burrage, treasurer of Wells-Burrage Co., 338 Boylston street, is enjoying his vacation down on the Cape, at Wiamo. Alfred G. Woodward, a W-B. salesman, has started for a two weeks' outing in Maine.

Frank H. Miller, with F. W. Miller & Co., crockery and glass jobbers, is traveling through Vermont, New Hampshire and Northern New York. George G. Shedd, formerly with Frank A. Homer & Co., has joined forces with Miller & Co., and recently departed on his initial trip through Massachusetts. C. A. Hudson, proprietor, reports trade conditions good.

J. Frank Hinckley, handling the Hall China Co. and the Potomac Glass Co. accounts, is visiting the Connecticut trade.

George R. Tucker, of the George R. Tucker Co., 69 Pearl street, importers of toys and novelties, will leave shortly for Europe, where he will visit the leading centers in search of new goods.

George W. Barber, salesman with Mitchell, Woodbury Co., is vacationating at Brant Rock, Mass. Maurice Caro has returned from his business and pleasure trip to the Pacific coast offices, where he found considerable improvement in general business.

Buyers in town this week included Mr. Laviska, with P. B. Magrane, Lynn; Mr. Donovan, with Robertson-Sutherland Co., Lawrence; Mr. Illsley, with Barnard, Putnam & Sawyer, Worcester; Mr. Noyes, Waterbury Ct.; Mr. Wilson, Lynn.

EXONERATED AND REINSTATED.

SOME months ago we stated that C. C. Ribo, an examiner at the Custom House, had been suspended. It seems that eight or nine years ago, when Mr. Ribo was a sugar weigher, somebody brought charges against him. He demanded an investigation and after months of careful examination the authorities this week fully exonerated him and reinstated him as an examiner of china—the position he held subsequent to his duties as sugar weigher. Mr. Ribo has always been highly regarded by the crockery trade, and this complete justification will be received with a great deal of satisfaction.

Among the Potteries
East and West

East Liverpool and Vicinity.

Although it may be considered a little early to arrange lines for 1912, some of the Western pottery manufacturers have started to do so. The Homer Laughlin China Co. is working on a series of treatments for its "Genesee" plain dinner shape, and it would be no surprise to see the "Genesee" come out next December in about fifty new decorations.

* *

Among the buyers in the district during the last few days were Mr. Stout, of the Clarksburg (W. Va.) Crockery Co.; P. G. Rinken, with the Boston Store, Chicago; Mr. Ross with the Hotel China and Supply Co., Kansas City, Mo; J. H. Schwartz, New York.

* *

The Cartwright Bros. are showing a new treatment in dinnerware which gives promise of being a leading feature with this concern during the coming fall. While the demand for the underglaze blue and gold ware has been strong, they are now showing an underglaze pink and gold line. This is the first time that such a treatment has been used, and it is a very attractive decoration.

* *

S. C. Cook, with the sales department of the Edwin M. Knowles China Co., after spending a few days at the home office, left for the East.

* *

Daniel McCarron, formerly connected with several potteries here, has become local representative for the Kentucky Construction and Improvement Co., one of the largest clay producers in the South.

* *

Among the welcome visitors in the district during the last few days was J. W. Gurney, secretary-treasurer of the Gurney Clay Co., of Franklin, N. C. The entire output of this company was bought last week by the Sant interests of this city, the deal being the largest of the character ever closed in this territory.

* *

Orders for the highest priced treatments on the "Princess" dinner shape have been the feature with the Smith-Phillips China Co. during the past month. Like several other concerns in the district, the company has also started to look over designs for new treatments for the new year, and one or two have already been selected.

* *

A story was going the rounds here last week to the effect that an Eastern pottery manufacturer had offered a local sales manager $25,000 per annum to become associated with him in a similar capacity.

* *

Announcement is made here that the Roessler & Hasslacher Chemical Co., of New York, will maintain one of the largest of the exhibits now being booked for the Clay Products Show to be held in Chicago next year.

* *

W. E. Owen, representing the Hall China Co., Potters' Co Operative Co. and the Croxall Pottery Co., was here the past week getting new fall samples.

* *

At a special meeting of the executive board of the National Brotherhood of Operative Potters held at their headquarters in East Liverpool August 19, Edward Menge was elected president to succeed Thomas J. Duffy. Mr. Menge was succeeded as secretary-treasurer by John Wood, who was seventh vice-president, and he in turn by Frank Gratton, a jiggerman employed at the Globe Pottery.

* *

Zed Smith, for many years connected with the Thompson Pottery Co., has become identified with the D. E. McNicol Pottery Co. as salesman and will have charge of the Eastern territory. W. H. Fisk has also signed with this pottery, and is making his first Western trip.

Ragland, Ala.

M. Bandas is heading a new pottery company here which plans to manufacture ceramic art specialties.

Marshalltown, Ia.

J. F. Gary, of Medicine Hat, Ala., and a nephew of Elbert H. Gary, of the United States Steel Corporation, has purchased the local plant of the Red Wing Stoneware Pottery Co. and will con-

vert it so that other ceramic goods can be made. It is reported the new owners will operate with a capital stock of $300,000.

Crooksville, O. Plans have been completed for the enlargement of the John G. Burley Co.'s plant here. Additional machinery will be installed, and the kiln capacity increased.

Benton, Ark. E R. Norton has about completed the formation of a new pottery here with a capital of $10,000. With him are associated J. M. Caldwell and F. C. Bush.

Lincoln, Cal. The Gladding-McBean Pottery Co. is improving its facilities, and plans to facilitate the movement of clay from the native deposits to the plant. The concern is the largest pottery company operating in this section of the Pacific Coast.

THE CONDITION OF BUSINESS.

New York. With the large number of crockery, glass, housefurnishings and lamp buyers now in the city there is naturally considerable business doing, and a very cheerful atmosphere pervades the whole District. So far buyers are taking fairly good quantities of ware. There is no plunging or over-buying, but a good, steady trade. Buyers seem to know what they want, and place their orders rapidly. The price does not seem to enter into their calculations very much; while there are some "job" seekers, the majority are for straight goods at straight prices. This is a very satisfactory condition, and indicates a healthy state of trade.

Of course, the big attraction is the National Household Show, and Madison Square Garden has been thronged, particularly in the evenings. Visitors come from every State in the Union. Reports differ as to the amounts of sales. Some have booked good orders, while others claim that they have not done as well as they expected. But they have had an opportunity of meeting buyers and showing their wares, and have received promises either to visit the warerooms or to purchase from the travelers later on.

Our reports from the manufacturing centers show that there has been an increase in business, though naturally this week, with so many buyers away from home, travelers with domestic goods have met with many disappointments in making engagements.

The lamp men are having their inning, and are doing a bigger proportion of business than either the crockery or glassmen at the present writing.

Conditions in the glass market continue the same, with an excessive demand for blown goods, manufacturers being behind in shipments.

Cut glass is erratic. Some concerns report an excellent business, while others claim that they are rather quiet.

Retail trade is about normal, the higher grades being in better demand than cheap goods. Excellent reports come to us of the business done at the seaside resorts, which at the moment are crowded to the limit.

The general outlook for business continues favorable. Buyers of all kinds of commodities are here in enormous numbers. The hotels report that never in their history have they had so many visiting them as at the present moment Everything presages a prosperous season.

East Liverpool and Vicinity. There has been a fair improvement in business during the last ten days. However, the manufacturers are in a position to take care of greater shipments without cramping their plants.

Pittsburgh and Vicinity. Although the majority of the glass factories are busy, there are several that could take care of more business without crowding their capacity. This refers to pressed ware only. Blown and stemware manufacturers are actively engaged, and there is a good demand for cut goods.

OBITUARY.

ON August 17th, N. A. Dutton, the Philadelphia representative of Edward Miller & Co., died suddenly at Meriden, Conn. As was his custom at this season of the year, Mr. Dutton went to the factory to look after the new goods. He was in excellent health, but on Wednesday night partook of lobster for supper, and at midnight awoke with a severe attack of acute indigestion. At two o'clock he was dead. Mr. Dutton was a general favorite and highly respected in the trade. He was a Massachusetts man and had been connected with Edward Miller & Co. for about fifteen years. He was about fifty-five years of age.

Arthur F. O'Connor, cut glass manufacturer, Goshen, N. Y., died Aug. 11 after a long illness, aged forty-six.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

When reports are presented at the annual meeting of the United States Glass Co. next Wednesday it will be shown that the company did the largest business recorded in eighteen years, and that the business for June was the largest of any month in these years.

Glass manufacturers are having a good run on pressed punch sets this season. Some of the buyers have been placing specifications for carload deliveries. Both Eastern and Western buyers have been ordering very liberally on these lines.

Robert Kearns, the well-known local glass salesman, will, it is reported, become the Pittsburgh representative for the United Stores of America syndicate within a few days. The head offices of this company are at Toronto, O.

The Jefferson Glass Co. is showing a "Chippendale" specialty which gives promise of becoming very popular. It is a small bedroom set of three pieces, consisting of stand, covered jug and tumbler.

Walter Lindsey, associated with the Duncan-Miller Glass Co., spent several days at the home office during the past week.

There is no busier factory in the Western district than that of the McKee Glass Co., at Jeannette, where with increased capacity the company continues to be flooded with orders. The concern is working on a number of new items for presentation to the trade shortly.

Glass manufacturers will soon be facing the problem of shortage of small help, due to so many of the boys now working in the plants leaving their places to enter the schools. One factory in the Wheeling district is advertising for 100 boys. Every year at this time the glass manufacturers are up against the small help proposition.

A night force has been added to the capacity of the Haskins Glass Co. The "Lucia" line of lighting glassware made by this company is moving fast, which with heavy sales on its cut lines is sufficient to keeping the factory working continuously.

The "Puritan" pressed line of the Tarentum Glass Co. is being constantly increased by the addition of new pieces. This line has been a steady seller throughout the season.

Harry Ross, city salesman for the Pittsburgh Lamp, Brass and Glass Co., has returned to his desk after being off duty on his annual vacation.

The display jar business of the Ripley Glass Co. continues to increase in volume. For a factory that has been in business less than a year, its success is remarkable. As all the display jar molds are from original patterns, and in a measure all bordering on Colonial lines, buyers are assured of having exclusive patterns. The company is also making a feature of special mold work in the jar line.

According to Attorney George E. Reynolds, who has had charge of the New Method Art Glass Co. case, representing the original plaintiffs, there will be very little money with which to pay off the claims. He attributes the troubles of the concern to the fact that it did not possess sufficient working capital to carry it through. All the property of the company will be offered for sale next Monday afternoon by A. J. Smith, receiver. The goods to be sold consist of domes, portables, electric and gas fixtures, finished and unfinished, both at the factory and at the show room at 426 Penn avenue, Pittsburgh.

Indiana, Pa.

Walter Minnemeyer has been made sales manager of the Dugan factory here—not general manager, as was erroneously stated in a previous issue. Thos. Dugan still remains treasurer and manager.

Brooklyn, N. Y.

E. J. S. Van Houten started his factory in Williamsburgh last Monday and will be in full working order on the 28th, including the chimney and shade end. He starts with the prospect of a continuous fire throughout the season.

NATIONAL HOUSEHOLD SHOW DIRECTORY.

No. of Booth

Adams & Elting, 247 Pearl st., New York, Hypol polishes 40
Represented by Charles P. Dumont, Sales Manager, Eastern Branch; Mr. Max Hahn, New York City Salesman; Cyrus H. Du Bois, Representative for Pennsylvania and Maryland; A. J. Lamb, Representative for District of Columbia and Southern States; Richard Wagner, Representative for the New England States.

Atkins Co., 502 West 25th st., Specialties..... 32

Aluminum Cooking Utensil Co., 99 John st, Cooking utensils..... 137
Represented by H. S. Trump, Manager N. Y. Office; Messrs. E. H. Singmaster and R. R. Mayfield, of the Philadelphia and Boston offices, respectively, and Messrs. W. D. Van Ryper and G. A. Richman, Local City Salesmen.

Alca Vacuum Cleaner Co., 364 West 50th st., Vacuum cleaners..... 76
Represented by Messrs. Alvin S. Cahn and Joseph Davis.

Abels & Co., 460 West Broadway, Easels..... 2
Represented by Mr. Henry Abels.

American Natural Fern Co., New York city.... 74
Represented by Mr. E. B. Koscherak and Mr. Max Strensch.

George Borgfeldt & Co., 16th st and Irving pl., Specialties, Enamel ware 24
Represented by Mr. G. W. Johnston.

W. G. Browne Mfg. Co., Kingston, N. Y., Hardware specialties..... 162
Represented by Mr. G. C. Gillan.

Bawo & Dotter, 26 Barclay st., Housefurnishings and Chinaware..... 7,8
Represented by Mr. Charles G. McGee.

Bliss & Drake, Newark, N. J., Smoothing irons 50
Represented by Messrs. James F. Bless and Arthur Drake.

Benton-Holloday Co., 254 West 31st st., Specialties..... 159

Bing Bros, 381 4th ave., Toys and Specialties. 83

Brush Mop Co., 73 Wooster st., Mops..... 148
Represented by Mr. William Waterbury and Mr. Claude Duncan, Managers, and Miss Feil, Demonstrator.

Buffalo Pottery, Buffalo, N. Y.....133,164
Represented by Messrs. Bates & Ledden.

Bates & Ledden, 65 West Broadway. 133,164

Central Fiatiron Mfg. Co., Binghamton, N. Y. Gas heated sad irons..... 39
Represented by E. P. McKinney, President, and C. C. Crum.

Connolly Mfg. Co., 123 Liberty st., Household specialties..... 30
Represented by Messrs. A. W. LaBourveau, Edward Kraus, Henry Dorr and F. J. Plum.

Channell Chemical Co., 1534 West Lake st., Chicago., Mops and Specialties..... 97
Represented by Mr. C. A. Channel, President.

Cassady-Fairbank Mfg Co., Chicago, Hardware and Household sp cialties..... 5,6
Represented by Messrs. J. E. Ruby, factory representative, and F. H. Mills, Robert Ferguson and Irving Mink, local representatives.

Curt Courant, 475 Broadway, water filters..... 18

Dunlap Mfg. Co., Bloomington, Ill., "Oil of Gladness" Mops, Dust cloths, etc 34
Represented by Mr. C. D. Axman, of New York.

"Dry Goods Economist," 231 West 39th st., Publication..... 43,44

Dover Mfg. Co., Canal Dover, O., sad irons... 21
Represented by Mr. Charles T. Johnson, President; Mr. W. Dean Anderson, Sales Manager; Mr. W. A. Braun, Manager Electrical Department; Charles H. Buchanan, and Miss Helene Delp.

K. H. Dalkranian & Sons, 50 Broadway, Oriental rugs..... 42
Represented by Mr. Mihran K. Dalkranian.

Duntley Mfg. Co., 202 Fifth ave., Vacuum cleaners..... 122
Represented by Mr. J. W. Clarke, Manager.

Economy Tumbler Co., Morgantown, W. Va., Glassware..... 28,29

Max Englander, Bush Terminal Bldg., Brooklyn, Spring and Iron beds..... 151

"Evening Mail," 203 Broadway, Newspaper... 41

Engelman Bros., 64 East 100th st., Novelties.. 140

Gold Mfg. Co, 112 West 42d st., Slidewell castors..... 136
Represented by Mr. E. H. Haffelfinger and Mr. C. W. Sprague.

Guernsey Earthenware Co., Cambridge, Ohio, White and brown cooking ware 134,163
Represented by Messrs. Bates & Ledden and Charles L. Casey, President.

Hydro Vacuum Cleaner Co., 885 Niagara st., Buffalo, vacuum cleaners..... 28,29

"House Furnishing Review," 253 Broadway, publication.....35,36,37
Represented by Albert L. Wyman, Editor; R. M. Bates, Advertising Manager, and W. W. Moulton, Western Representative.

Huott Publishing Co., 395 Fourth ave, publication..... 10,11

Haviland & Abbot Co., 29 Barclay st., Limoges china..... 8,9
Represented by Messrs. George C. Tonolla, Jr., Frederick C. Hoth and Harry Smallwood.

Hamilton Sales Agency, Boston, kitchen novelties..... 131
Represented by Mr. Arthur F. Dow.

Headley & Farmer, Newark, N. J., sweeping compound..... 117
Represented by Mr. George S. May, Sales Agent, and Miss M. Martin, Demonstrator.

Howard Dustless Duster Co., Boston..... 116
Represented by Mr. C. H. Goodard.

Heron Mfg. Co., Utica, N. Y..... 33
Represented by J. S. Pickell.

Harpoon Castor Co., 12 East 33th st., castors. 14

"Iron Age Hardware," 231 West 39th st, publication..... 43,44

A. R. Justice Co., Philadelphia, specialties.... 170
Represented by Mr. W. G. McIlvain and Mrs. Clara Dellett, Demonstrator. Mr. F. Milwood Justice.

Thomas G Jones, 25 West Broadway, glassware 28,29
Represented by Mr. Jones, assisted by Mr. Ehrlich.

H. G. Kotten Co., 30 Church st., suction cleaners..... 168
Represented by Mr. G. W. Knappman, Secretary.

Koscherak Bros, 29 Park pl., china and glass specialties..... 74
Represented by Mr. E. B. Koscherak, Mr. Max Strensch, Mr. Louis Weil and Mr. C. B. Levy.

Max Kaufman, 106 Broadway, Brooklyn, easels and hangers.... 17
Represented by Mr. Jones, assisted by Mr. Ehrlich, Mr. Max Kaufman and Mr. Aaron Lurie.

The L. L. Kesner Co., 108 Chambers st, duplex fireless cookers.... 49
Represented by Mr. I. L. Kesner and F. I. Carpenter.

Emil Kupfer, 65 West Broadway, cut glass.... 115
Represented by Mr. E. W. Hammond.

Little Giant Co., Philadelphia, gas irons.... 100

George C. Lynch Co., 333 Fourth ave., art hammered brass goods and lamps.... 12,13
Represented by Mr. Lynch, E. A. Lloyd, K. Birdseye, C. P. Stoecklin.

L H Mace & Co, 111 East Houston st, refrigerators and toys.... 174,175
Represented by Mr. William Greiser.

Monarch Vacuum Cleaner Co, 1151 Broadway, vacuum cleaners.... 161
Represented by Messrs. D. B. Harrison, General Manager; Alfred W. Burg, Secretary and Treasurer; Ben Hertxberger and Roscoe Campbell, Salesmen.

Matthews-Richardson Co, 93 Water st, domes of silence.... 38
Represented by Mr. G. T. Matthews, Stanley W. Mirick and Alva H. Skinner.

Manson-Campbell Co., 229 West 42d st, fireless cookers.... 141,157

A Moses, Sons & Co, 73 Wooster st, sponges and mops.... 148
Represented by Mr. J. Lasker, Mr. William Waterbury, Mr. Duncan and Miss Field.

Moore Push Pin Co, Philadelphia, devices for hanging up everything.... 4
Represented by Messrs. Underwood & Fretz.

Milton Chemical Co, 367 Atlantic ave, Boston, dustless mops, etc.... 3
Represented by W. H. Billings, E. O. Fisher.

McKee Glass Co, Jeannette, Pa, glassware.... 28,29

F H Mills, 97 Warren st, hardware specialties. 5,6
Represented by Irving Mink, assisted by Leroy Mills.

J W McCoy Pottery Co, Roseville, O, jardinieres and fancy pottery.... 16
Represented by Mr. William M. Warrin.

Montauk Sanitary Improvement Co, New York, garbage closet.... 2
Represented by Messrs. F. S. Robinson, G. Robinson and S. J. Marshall.

A R Marryatt, 32 Park pl, cut glass.... 112
Represented by Mr. Marryatt.

Nugget Polish Co, 299 Broadway, polishes.... 73
Represented by Mr. Harris W. Parsons.

"National 5, 10 and 25c Magazine," 104 Greene st, publication.... 60

New England Enameling Co, 752 Broadway...

The D T Owen Co, 34 East 23d st, "Daven-O" 105,106
Represented by Messrs. George H. Clarke and A. L. Warde.

O'Gorman Publishing Co, 76 Park pl, publication.... 129,169

Pioneer Cut Glass Co, Carbondale, cut glass.. 112
Represented by Mr. A. R. Marryatt and Mr. F. S. Schiessler.

Pease Piano Co, 128 West 42d st, pianos.... 107,108
Represented by Messrs. G. A. Scofield, Reed, Taylor and Tackney.

F J Parks, 302 East 27th st, Barnard double vegetable cooker.... 90
Represented by Mr. Parks.

Perfected Mantel Co, 1777 Broadway, gas appliances.... 158

Pennsylvania Glass Co, Pittsburgh, glassware. 16
Represented by Mr. William M. Warrin.

Rosenfield Mfg Co, 585 Hudson st, vacuum cleaners.... 82

Reddan-Brown, 25 West Broadway, advertising agents.... 104
Represented by Mr. Reddan and Mr. Brown.

Robinson Baking Tester Co, 15 Old Broadway, baking tester.... 2
Represented by Cornelia S. Robinson, assisted by Messrs. T. Robinson, Frederick S. Robinson, G. Marshall Robinson and Gilbert Robinson.

Reed Glass Specialty Co, 25 West Broadway, Economy towel rod.... 16
Represented by Mr. William M. Warrin.

Springfield Specialty Co, Springfield, Mass, kitchen utensils.... 38
Represented by Messrs, Matthews & Richardson.

Star Co ("N Y American"), 2 Duane st, newspaper.... 86,87,125,126

L Straus & Sons, 46 Warren st, specialties 95,96,118,119
Represented by Mr. R. E. L. Wells, and assisted by Messrs. Louis Hinrichs, Leon Sultan, George Nixon and N. Herber.

Stewart & Crocker, 68 West Broadway, cut glass and specialties.... 99,115

Sealy Mattress Co, Sugarland, Tex, mattresses 166

F A O Schwartz, 303 Fifth ave, toys.... 83

Otto Thurnauer, 19 East 21st st, specialties... 93,94

Twentieth Century Vacuum Cleaner Co, 165 West 34th st, vacuum cleaners.... 72

Taylor Nursery Bed Co, 5 E 23d st, baby beds 167
Represented by J. D. Bower, President, and H. F. Spaulding, General Manager.

Traut & Hine, New Britain, Conn, specialties. 138
Represented by (see Gold Mfg. Co., 112 West 42d St., N. Y. City.)

Twentieth Century Mfg Co, Newark, N J, lamps.... 54
Represented by Mr. J. E. Henderson, assisted by Mr. Charles F. Brooks.

Utopian Silver Deposit and Novelty Co, 54 W 22d st, silver deposit.... 75
Represented by Mr. F. W. Cox.

Velox Polish Mfg Co, 1019 Washington ave, polishes.... 31
Represented by Mr. Paul P. Adolph, Sales Manager.

George G Veness Mfg Co, Cincinnati, household specialties.... 130
Represented by Messrs. H. G. & G. G. Veness.

Whittemore & Jaques, 92 West Broadway, Crockery and Glass Journal's information bureau.... 139,159,160
Represented by George M. Jaques and E. H. Bennett.

William Warrin, 25 West Broadway, specialties 16

West End Pottery Co, East Liverpool, dinnerware and fruit jar fillers.... 16
Represented by Mr. William M. Warrin.

White Lily Mfg Co, Davenport, Ia, washing machines.... 26
Represented by Mr. S. T. White, President, and Mr. F. H. Chatfield, Eastern Representative.

Weinthraub Mfg Co, 27 Bleecker st, brass goods and lamps.... 84,85,127,128

SALESMEN'S ASSOCIATION NOTES.

DURING Charles H. Taylor's term of office as president of the Association he succeeded in creating a record that still stands. So energetic and hard-working was he that he stirred up the enthusiasm of all the rank and file, and with their aid piled up the greatest number of new members that have ever been secured under any president during one year of



CHARLES H. TAYLOR

office. This is a feat to be proud of, and should encourage other presidents to set a new mark. Mr. Taylor's year of incumbency was 1906. He is still on the managing board, and a loyal member of the Association. If any salesman has an idea of becoming a member, and Mr. Taylor gets wind of it, it is a foregone conclusion that Mr. Salesman will soon have affixed his autograph to an application blank.

WE MISS THEIR FACES.

AMONG the old-time buyers who used to be familiar visitors to New York and whose faces we have not seen for years are Moses Mellen, of Hartford, Conn.; James Allen, of Holyoke, Mass; Irving Quimby, Springfield, Mass.; J. Richardson, of Clark-Sawyer Co., Worcester, Mass.; C. E. Blake, with Anthony Cowell Co., Providence, R. I; Charles Rodman, with the Household Furnishing Co, Providence R. I.; Mr. Pierce, of the Van Heusen-Charles Co., Albany; William Thompson, with C. F. Adams Co., Syracuse; John Bricka, of Bricka & Enos, Buffalo; Frederick Gregory, of the Elmira Crockery Store; William Schrage, Wilkesbarre, Pa.; John Hoos, Baltimore.

There are others, but these are all within easy reaching distance of New York, and a kindly invitation is extended to them to come on and renew old acquaintances and look over the changes that have taken place in the city since they were last here. They may be sure of a cordial welcome.

A MAN OF RIPE EXPERIENCE IN THE CHINA BUSINESS SEEKS A NEW CONNECTION.

A REPRESENTATIVE concern desiring to extend its field of operation on a profitable basis can connect with the opportunity and the man.

I am thoroughly qualified by experience and ability to organize and successfully develop a department specializing a particular *pottery product* of utility which is now attracting the closest attention of the consumer because of the *superior merits* which it possesses over all other *pottery products* of its class.

My experience covers a period of *twenty-five consecutive years,* and includes the first ten years with *domestic potteries;* subsequent years with *foreign pottery* productions.

In connection with my duties as salesman I have visited *foreign potteries* for the purpose of selecting and suggesting new line lines for the *American trade.*

I have traveled every State in the Union and sold *pottery products* in all the important cities.

I am in the *prime of life,* and was recently rated an A 1 risk by one of the foremost life insurance companies.

Present connection with a house of high repute.

My ideas and plans for *specializing one particular pottery product* are sound and convincing.

Do you want to talk it over with me?

Address

PROGRESSIVE,

Care of CROCKERY AND GLASS JOURNAL,

92 West Broadway, New York.

Théodore Haviland

Limoges.

FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312
314. **316**, 318

ENAMEL WARE IN ENGLAND.

THE increasing popularity of enameled goods in England is noted by Consul Albert Halstead, U. S. consul at Birmington. Much of the ware is of English make, a lot of it is a cheap grade of German manufacture, and some is of American production.

In view of the excellent quality of the enamel ware made in the United States, it would seem that American manufacturers of these lines might well study the British market with the view to accepting the opportunities offered. They could not expect to introduce their enamel ware by any method of correspondence, but should get in touch with some large wholesale agent, such as is found in London or Liverpool, and make an arrangement with him by which traveling salesmen could call on all the large dealers throughout the United Kingdom and quote prices in English money. This would require the maintenance of a large stock in England, for all efforts will be unsuccessful if it is necessary to await delivery of orders from the United States. It is essential that the quality should be up to standard.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED——Salesmen for all localities, to sell toilet and dinnerware, in decorated and white. Liberal commission to hustlers. Address, SOUTH JERSEY CROCKERY Co., Trenton N. J.

SITUATIONS WANTED.

POSITION WANTED—Young lady familiar with cut glass, brass and fancy goods lines. Is stenographer and typewriter and A No. 1 saleslady. Address Box 765, this office.

BUSINESS OPPORTUNITIES.

WANTED—The agency for the Pacific Coast, on commission basis, of a factory making a good staple line of blown gas and electric shades, globes and balls, in both plain, roughed and cut patterns, also fancy shapes and iridescent colors. We have a good trade on these goods. Address Box 762, this office.

FOR SALE.

FOR SALE—Modern, well-built glass factory fully equipped for manufacture of pressed and blown ware, with well-established trade in large Eastern city. Address Box 761, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

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CROCKERY & GLASS JOURNAL

NEW YORK, AUG. 31, 1911.

TALKS ABOUT BUSINESS-BUILDING.

By A. F. SHELDON,
Formulator of the Science of Business-Building and Editor of "The Business Philosopher."

TALK No. 2.

AT the close of our last article I asked this question, Who are the salesmen in the world of commerce?

My reason for asking this question is the fact that there seems to be quite a general impression among business men that it is those only who directly market product, sell, or take orders for the product of any given commercial institution, who may or should be termed "salesmen."

If we wish to be technical, and follow dictionary definitions, possibly this is correct; but it is better to be practical than too technical, and the test of practicability is result-getting; in the commercial world—business-building.

The way to get results—profit-making business—is to follow this definition: The salesmen of the world in the realm of commerce are the commercial institutions themselves.

Whether an individual business, or a corporation, there is just one salesman for each commercial institution in existence to-day—the institution. It is a composite being. If a partnership or corporation, it is a legal entity. Everybody from porter up to president is a part of one salesman—the institution. The result of the efforts of the institution—its work as a whole when successful—is to market its product at a profit.

As we saw in Talk No. 1, the accomplishment of this result is dependent upon the service rendered. This in turn depend upon the efficiency of each unit. Every human being in an institution must be a success for the institution itself to be a complete success. Every human being in it must be a service-renderer, and if he is that he is bound to be a business-builder, and by all the rules of commercial logic a union of business builders can result in one thing only—a profitable business.

How about equipment?

If each person engaged in the service of the institution is right, the equipment must and will be right. Equipment is effect; man is cause. The right cause (man) will provide (the right effect equipment).

A house is known by the customers it gets and keeps. It is the repeater that counts—the pleased buyer, who buys and buys again. He advertises your service by continuing his patronage. Strive to make many like him. He is the most potent factor in commercial success—the pleased patron, who buys and buys again.

Both the getting and the keeping of customers or patrons depends upon the efficiency of each unit in the composite salesman—the institution. Its success is the sum of the successes of the individuals engaged in its service. Make each unit right, and the whole will take care of itself. E pluribus unum—united we stand, divided we fall—was never said more truly of our great country than of every commercial institution in it. Successful institutions are nothing more than the combined efforts of successful men. The house as a whole must persuade the buying public to purchase its product at a profit.

Salesmanship is persuasion applied to business.

Persuasion works both ways. People are persuaded to buy; people are persuaded not to buy; people are sometimes persuaded by one individual part of the composite salesman to buy, and then are persuaded not to keep on buying by some other part of the composite salesman.

This is not done intentionally, of course, as a rule; but it is results that count, and persuasion not to keep on buying—not to become a repeating patron—is the result of the words or deeds of an inefficient unit.

A house divided against itself can not stand.

Nineteen hundred years ago this great truth was uttered. It is one of the eternal truths of all time. It is as true now as it was then. It will be as true to-morrow as it is to-day. In the business world, united effort spells success. Disunity—division—clash of interest—these constitute the prologue of the drama that ends in the bankruptcy court.

I have known the good work of a good getter of customers—the salesman in the technical sense of that term—to be all undone by the untactful work of the credit man; or, again, by the short answer or

smart remark of some other employee. The inefficient work of a bookkeeper who should be driving a mule instead of pushing a pen has driven away many a customer. People do not like to get incorrect bills. Poorly-written letters, incorrect spelling, lack of efficiency of any kind on the part of the stenographer and typist, often spoil business.

What makes a successful business?

I answer, not only the business obtained, but the business retained. The first is the seed; the second is the tree that bears the fruit of profit. Business-building consists in keeping the patron once made, and making his good-will a magnet to attract other patrons. Great commercial institutions are not built by the patrons of the day, but by the patrons of the years, whose children, in time, will become patrons. An endless chain of patronage is the only hope for the success of a great business house.

It is all very plain when we once wake up to the fact that confidence is really the basis of all trade. It is not only the basis, but the very atmosphere in which it grows. Every thought you think, every word you speak, every act you perform, adds to the sum of the confidence the buying public has in your institution, or subtracts in some degree from it. There is no middle ground. There is one kind of straight stick only. All sticks are either straight or in some degree crooked. The words you speak and the deeds you do are either right or wrong. They either tend to beget and strengthen confidence, or to destroy it. This is true of every one connected with the composite salesman—the institution.

To get results, to render service, and therefore build business—in fact, to make a profit in each department of the crockery, glass and lamp business, or of any other business—each department must work in harmony within itself and with all the others.

There is often too much rivalry between departments and too much rivalry between people in departments. Unselfish co-operation constitutes the lubricating oil for the machinery of business. Apply it to avoid friction. Selfishness is a sand that cuts and wears the machinery out.

In the ball-team that wins each player is willing to make a sacriffce hit, if necessary. It's the team, the team, the team. Anything that's fair to make the team win! It's the star team spirit in business that wins; not the team of stars. The workers in an instituton are not independent, neither are they dependent. All are interdependent. Stand so close together that you support one another. E pluribus unum. United we stand, divided we fall. Make that the motto of your institution, as it is the motto of our nation. Then no one "fall down."

When soldiers would pass over a stream the force of which would hurl one man from his feet they link arms, form a long file and plunge in. So united, they successfully ford it. What no one man could do a united mass of men can do; and yet the combined effort results in the profit of each individual.

In the world of commerce there are rivers that would prove just as disastrous for one man to try to pass over alone. Don't let him do it. Let him call his companions, and go over with them triumphantly. Their victory will be his victory. All will win, and yet each man will be an individual victor. Isn't that the noblest kind of victory, in which all triumph and no one suffers defeat?

Are you the "boss"? If you are, I want a word with you. If you are an employe—the employe who has determined on becoming a "boss" some day—this is of interest to you, too.

A great business man said to me recently: "I quit thinking about the success of the company, dividends, etc., a long time ago, and transferred my thought to make each man and woman connected with my institution a success. As soon as I did that I found that the success of the institution began to take care of itself."

If the employes in your institution are not successes, then your institution is not a success. Do you feel that way?

What is your answer? Think it over well and long. It is important enough to deserve that.

In Talk No. 3 I shall tell you what I think it is.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Aug. 12,'11	Corresponding period 1910	Exports Jan. 1 to Aug. 12,'11	Corresponding period 1910
Boston	61	189	5191	5113
New York	68	256	4756	5067
Baltimore	75	633	7367	9558
Philadelphia	53	'53	3028	4075
New Orleans	14	....	629	1538
Newport News	....	....	43	155
San Francisco	....	....	242	
Portland (Me.)	....	....	545	1029
Galveston	57	....	656	929
Portland (Or.)	....	....	....	....
Inland Points	....	9	879	1419
Total	328	1240	23336	28883

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Aug. 12,'11	Corresponding period 1910	Exports Jan 1 to Aug. 12,'11	Corresponding period 1910
New York	71	251	4547	5549
Boston	61	189	5159	4616
Philadelphia	53	89	3006	3824
Baltimore	75	633	7362	12318
San Francisco	....	....	215	151
New Orleans	14	....	578	1808
Portland (Me.)	....	....	389	1943
Galveston	57	....	656	1016
Newport News	....	....	43	922
Portland (Or.)	....	....	....	30
Inland Points	....	9	251	931
Total	331	1171	22206	33133

The New York Crockery and Glass District.

Cox & Lafferty have just received from the Imperial Glass Co. some new samples of imitation cut glass that are simply wouders. An immense amount of thought has been put into getting up the designs, and the metal is a particularly fine quality of lime glass. This factory has a new process for making its molds, which, of course, it keeps secret. The company have recently established a new gas plant and remodeled their furnaces, and are making a mix that is the best that they have ever turned out. The result is the ware which has just been sent to New York. It resembles cut ware so closely that even an expert will look twice before saying that it is pressed lime glass.

The advertisement signed "Progressive" in our last issue awakened considerable interest. The advertiser, however, has not closed negotiations and is still open to correspond with reliable houses. He has a strong proposition, and can afford to wait until the right concern comes along.

Guernsey earthenware is increasing in popularity each day, say Ledden & Bates. We understand that so large are the orders being received that even with its great capacity the factory is being run overtime, and even then it is hard to keep pace with the orders that are rolling in. So much for energetic and intelligent advertising.

A petition circulated by the Crockery Board of Trade to close from Friday night until Tuesday morning has been so numerously signed that the long holiday is assured.

A. C. Dorner has moved into his elegantly furnished showrooms in the Crockery Exchange Building, 25 West Broadway. He has purchased all the high-class fittings of the Royal Copenhagen Porcelain Co. and is now in good shape to do business. He has a complete line of samples from the D. E. McNicol Pottery Co., consisting of semi-porcelain, semi-granite, ironstone china, Rockingham, yellow ware, and specialties. He also has a most comprehensive line of the Demer Bros.' cut glass goods.

A meeting of the directors of the Salesmne's Association is called for Friday for the election of members and to pass on death claims.

A. A. Vantine & Co. have all their fine lines of Japanese pottery on exhibition, showing not only the characteristic decorations, but European styles and shapes. Their Kinran samples are prettier than ever. This line has struck a popular vein. Every woman who sees the goods is possessed of the desire to own a piece. It is one of those things that bring in repeat orders.

During the week of the Household Show John Morgan & Sons loaned several lamps to exhibitors to beautify their displays, and as a result W. E. Murphy, the sales manager, has received many inquiries for prices and catalogues.

Joseph Burroughs has a poor opinion of the care that street car managers take of their patrons. As he entered a Chambers street line crosstown car on Thursday of last week four men jostled him, and at the end of his journey he sought his pocket-book in vain. And it not only contained all his money, but his commutation ticket. Luckily, "Joe" has lots of friends in the District; so he didn't have to "count the ties."

Robert Slimmon & Co. have their new line of English earthen dinnerware ready for inspection. In all the displays this firm have made they have never equalled the present array. From Wilkinson's they show a plain shape called the "Regent." It has graceful lines which allow a variety of appropriate treatments. A notable decoration is called the "Singapore", which, as its name indicates, is East Indian in character. The colors are exceedingly good, and the plain prints well executed. A white and gold set with solid gold handles and another with a Greek

border are unusually attractive. The well-known "Gadroon" is shown with some new borders in plain prints in a variety of colors. Some narrow border transfers have added lines applied with brush in harmony with the colors. These require a double firing, and though expensive to make are offered at very reasonable prices. An entirely new glaze is used this year—smooth and highly finished, and with very bright lustre. The Upper Hanley Pottery Co sends a new shape, the "Chester," in a variety of new decorations—one with turquoise effects and solid gold handles—and a large number of new plain prints in attractive colors. Bourne & Leigh send some very beautiful enameled floral decorations on the "Chelsea" shape, together with a number of narrow borders which are very effective. From Weatherby comes a new shape called the "Royal." It is shown both in plain prints and colors, a particularly noticeable one being an enameled pattern in Chinese effect. These are but a few of the many things the house has to offer this season.

E. W. Hammond, the well-known manufacturers' agent, has become associated with the Warren H. Dunn Co. as vice-president, assuming his duties September 1. He takes with him the Kupfer line of cut glass.

AT THE HOTELS.

AT THE MARLBOROUGH.

IN his suite at the Marlborough George E. Gaylord is displaying a complete line of the exquisite cuttings of the Enterprise Cut Glass Co., Elmira Heights, N. Y. The Rambler Rose pattern takes up the larger part of his space, as it justly deserves. This popular design is now applied to almost everything, from the smallest individual salt cellar to the most elaborate punch bowl. The newest thing is a candelabrum that may be used as a branched centrepiece with flower vases in place of the candle holders, forming a most handsome ornament for a banquet table with its rich cutting and ornate silver mountings.

AT THE GRAND.

The American Specialty Co., of Chicago, has quite an exhibit of lamps at the Grand Hotel, and F. W. Gardner, in charge, says he has done excellent business. One corking good lamp for the money is on the Mission order, but differs greatly from the general run. It is one of the best things in value that we have seen this week. Mr. Gardner, who is vice-president of the company, was formerly with the firm that ran the "Famous" store at St. Louis, as buyer of china, cut glass and dinnerware. He is also showing a line of high class cuttings on blown glassware, the principal design being a whirling star designated the "La Salle" pattern.

The Uniack Mfg. Co., New Brunswick, N. J., has an exhibit of Mission lamps in verde green finish that for a cheap line will be hard to beat.

Arthur L. Blackmer, of the Blackmer Cut Glass Co., has a line of good things made to sell at popular prices. His company issues two separate catalogues—one for all-cut goods and the other for figured blanks. Mr. Blackmer gets a great deal more satisfaction out of selling all-cut glass, and feels that his customers and his customers' customers will be more pleased in the long run.

Fred Classon is showing a line from the Quaker City Cut Glass Co., and is taking a lot of orders.

The Hunt Cut Glass Co. show a new design called the "Brazilian" which is entirely different from the usual line of floral patterns so much in evidence at present. The mitre cutting is so arranged as to form panels, wherein is worked a most exquisite floral engraving. The leaves and flowers are very delicate and artistic. J. M. Uniack is at present in charge of the exhibit, but will leave for Boston next week. Harry S. Hunt, president of the company, will take his place September 5.

Jack Carling and the Pope-Gosser line of dinnerware are as popular as ever.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

L G Wesselman, with Bailey Co, hf, Cleveland. 114 Fifth avenue.

M C Myers, with Miller, Rhoades & Schwartz, hf, Norfolk. 55 White.

E D Bartholomew, with Wm Hengerer Co, hf, c, Buffalo. 214 Church.

W E Meifert, with Stearn & Co, t, Cleveland. Imperial.

K Walker, with Stix, Baer & Fuller D G Co, t, St Louis. 114 Fifth avenue.

F Van Arsdale, with Halle Bros Co, c, g, Cleveland 31 Union square.

W C Harned, of Collinger-Harned Co, hf, c, Allentown, Pa. Wolcott.

Miss Fisher, with K. Solomon & Co, hf, Pittsburgh. 13 Astor place.

W B Stanton, with Stewart & Co, hf, c, t, Baltimore. 214 Church.

C H Kuhlman, with The Fair, hf, t, Cincinnati. 214 Church.

G N Everett, with Woodward & Lothrop, hf, Washington. 334 Fourth avenue.

ECHOES OF THE SHOW.

A CANVASS of the exhibitors at the National Household Show last week by the JOURNAL representative resulted in the following expressions relative to its value:

A. H. Ledden, of the Buffalo Pottery, was most enthusiastic, and with good reason. He captured orders every day, made new friends, and received many calls from old ones. When asked if the Show had paid him he replied: "You bet!"

The Continental Art Glass and Brass Co. express much satisfaction regarding the results accomplished. Six per cent of sales made covers all their expenses.

R. E. L. Wells, under whose management the display made by L. Straus & Sons was conducted, said that although their line was not particularly adapted to exposition purposes the mission for which they went to the Garden had been thoroughly accomplished. It had brought them in connection with many buyers with whom they were already doing business and others whom they were desirous of meeting.

Aaron Ehrons, in charge of the display of A. L. Tuska, Sons & Co., said that he had made new customers, met a lot of old ones, and from an advertising standpoint alone the affair had paid, as he had been enabled to acquaint everyone who had called upon him with the location of the firm's new showrooms.

William Warrin is thoroughly satisfied with his investment, having made many new customers.

George West, of the Westmoreland Specialty Co., was disappointed in the location allotted to him by the management. He was given space at the extreme end of the hall, being informed that all space nearer the centre had been taken. Yet there were several locations that would have been ideal for his exhibit unoccupied during the whole of the week. He was tucked away in a corner, and the procession of visitors usually turned to go down other aisles before reaching his display. Notwithstanding this handicap, the Showpaid him.

Mr. Fulper, of the Fulper Pottery Co., stated that the visitors as a whole were not interested in artistic pottery, although there were a few who evinced much interest in their goods They had the pleasure of entertaining many buyers who have purchased their lamps from exhibitions that the concern has held from time to time in the various large cities in the East and Middle West, and the business done with these old customers was very satisfactory. The Vase-kraft lamps attracted much attention from buyers who had not seen them before, and many new accounts were created. On the whole Mr. Fulper was pleased with the result.

The Imperial Art Glass and Lamp Works thought the exhibition an excellent advertisement for them and one that will bring them good returns. They covered their expenses by sales, and expect large profits from the business that will accrue in the future. Their new ideas and decorations on lamps were greatly admired.

W. G. Browne Mfg. Co., Kingston, N. Y., manufacturers of household specialties, say that results more than fulfilled their expectations. Mr. Gillen, their enterprising representative, says that a lot of new accounts have been opened, he met many new people that he would not otherwise have come in contact with, buyers became acquainted with the extent of their line, and on the whole he feels that his firm are to be congratulated upon the success they achieved.

Geo. C. Lynch, president of the Geo. C. Lynch Co., said that the majority of the visitors at the Garden were unappreciative of high class goods. He stated very frankly that as far as his firm was concerned the Show was an unqualified failure. The exquisite brass and bronze goods that were exhibited did interest those of high artistic taste, and buyers who had such trade to look out for realised the value of the Lynch line and placed orders, but they were very scarce. Mr. Lynch bitterly complained that many brass workers making a cheaper grade of goods were stealing his designs.

Stewart & Crocker were not satisfied with results and say they will never exhibit again under similar circumstances. J. M. Stewart says: "Cut glass and china were out of place. They are worthy of a representation in their own class." Nevertheless, it paid them, from a financial standpoint.

Thos. G. Jones was well satisfied and feels that it was an excellent investment for him, as he did quite a little business in both McKee Glass Co. and Economy Tumbler Co's goods. In the latter line many compliments were paid to the light cuttings on blown ware.

Clifton Allen will have his work cut out to make amends to the reigning sovereign of his household, who, by the way, is now some two or three weeks old. The young monarch resents any lack of attention on the part of his subjects, and particularly feels the neglect during the last week of the court jester, who had to spend his evenings at the Garden. However,

owing to the great succees attending the efforts of the happy president of the Utopian Silver Deposit and Novelty Co. he will be able to buy "rings for his fingers and bells for his toes," and even "an elephant to ride upon" if the young despot expresses his desire for one.

Koscherak Bros. were pleased with results, their specialties being well advertised. Each evening roses were distributed as souvenirs to the ladies, and brass ash-trays to the gentlemen.

Max Herbert is glad that he was represented, and says that the results were quite up to what he expected.

The coterie occupying the booth wherein were displayed the cut glass lines of the Stewart & Crocker and Emil F. Kupfer factories, expressed the highest possible praise of the Show. Eddie Hammond says it took him an hour each evening to make out the orders taken during the day.

A. R. Marryatt, representing the Pioneer Cut Glass Co., is pleased with the results accomplished. He made many new customers with his salted almond and celery sets.

Quite a few things had been stolen during the week; so when three policemen and two watchmen marched down the main aisle with two men who not only had their arms full of choice samples, but their pockets, too, a certain amount of satisfaction prevailed. But the glee was short lived. Photographer Blauvelt, and his assistant, Mr. Dann, had omitted obtaining a permit from the Buffalo Pottery and the Utopian Silver Deposit and Novelty Co. for goods they had been instructed to photograph for the Crockery and Glass Journal. After explanations were made the photographers were allowed to go without a stain on their character.

Geo. Borgfeldt & Co. turned a trump card when they suspended from the girders, high over the booths, a papier-mache bottle of a tooth preparation they are distributing. Monday of this week, when the booths had been dismantled, and even the gay streamers had been packed away, the big bottle still swayed in the breeze, and it may remain there until the building is razed.

Reddan-Brown had many inquiries for catalogues, and succeeded in landing some valuable orders. They made a number of new connections and regard the investment as wise.

E. L Bates, of Bates & Ledden, who handle the product of the Guernsey Earthenware Co., says that he cannot tell whether his particular exhibit paid or not, but that he received cards from some hundred or more buyers who were interested in the line. What business will result he cannot say.

Many buyers said the Show did not come up to what they had anticipated, and that there was little or nothing there they had not seen before. Others, on the contrary, were pleased and said it was a good thing and they were glad they came.

The many illustrations of wareroom interiors and booths that have adorned our pages recently were made from photographs by the American Photo Service Co., 118 East 28th street. Nothing is quite so difficult to photograph satisfactorily as pottery and glassware, and H. D. Blauvelt, the operator, is to be congratulated on the excellent results obtained.

The handsome furniture that graced the booth of the Journal, and was so much admired by visitors, was supplied by Ludwig Baumann & Co., 35th street and Eighth avenue. The strikingly original lamp ornamenting the fine library table was there through the kindness of Mr. Sipser, New York representative of the Crown Novelty Co. of Chicago, and the handsome piano lamp was due to the courtesy of Manager Murphy of John Morgan & Sons.

With one exception, everything that had been promised to exhibitors was carried out. This was the substitution of an organ for a band. Instead, however, of being to the disadvantage of the exhibitors, this was undoubtedly an improvement. The difficulty in explaining the fine points of merchandise to a prospective purchaser while a brass band is playing a military air fortissimo can only be properly understood by those who have tried it.

Through the courtesy of E. R. Thieler, the representative in the United States of Villeroy & Boch, the Journal's booth presented a very artistic appearance. The handsome pedestal and jardiniere in the famous Mettlach inlaid stoneware, together with a very ornate vase, were admired by everyone. The new style ash tray also called forth much comment. Its construction is such that it holds water, and lighted cigarette and cigar ends dropped into the receptacle are immediately extinguished, thereby doing away with objectionable odors.

OBITUARY.

AFTER an illness of only six hours, Walter Hubbard, of the Bradley & Hubbard Mfg. Co., Meriden, Conn., died August 24 at Burlington, Vt, whither he had gone to spend the summer. Acute congestion of the lungs was the cause of death.

The deceased was born September 23, 1828, in

Middletown, Conn., a descendant of George Hubbard, who came from England in 1633 and was one of the original settlers of Middletown. His boyhood was spent on a farm, and at the age of eighteen he secured a place as clerk in a store in Middletown. Through energy and strict attention to business he rose rapidly in his work, soon accumulating enough capital to start in business for himself.

In 1852 he opened a store in Meriden and continued in the business until 1860. In the same year (1852) he married Miss Abby Ann Bradley of Cheshire. His wife died a few months later and Mr Hubbard never married again.

With his brother-in-law, N. L. Bradley, in 1854 Mr. Hubbard founded the Bradley & Hubbard Mfg. Co., and for twenty-five years was the president of the concern. He has also been connected with many other important concerns in Meriden. He has been president of the Meriden Gas Light Co., the Meriden Electric Light Co., the Meriden Trust and Safe Deposit Co. and has also been interested in other banks and companies.

Mr. Hubbard built the Winthrop Hotel in Meriden more as a benefit to the city than an investment for himself and has contributed generously to the churches and various local charitable undertakings and public



WALTER HUBBARD.

utilities, such as the Meriden Hospital and public library.

Undoubtedly the largest evidence of his philanthropy, however, was his gift of Hubbard Park to the city. Hubbard Park is a mile and a half from Meriden to the west, within bounds of the famous "Hanging Hills" The park is not only the largest, but is pronounced by landscape architects to be the most diversified, interesting and striking of any in New England. It has furnished a pleasure ground for the people of Meriden for many years, and is now one of the most beautiful natural parks in the country.

Adolphe Paroutaud, well known in New York as a partner in the former china importing firm of Paroutaud & Watson, died at Limoges, France, August 21, aged forty. The deceased was born in Limoges, and had his first experience in the china trade as a clerk with William Guerin & Co. in that city. In 1892 he



ADOLPHE PAROUTAUD.

came to New York, where he at first obtained employment in a fur establishment, and in 1896 associated himself with the Societe La Ceramique, J. Pouyat. In 1898 the firm of Paroutaud & Watson was formed, Mr. Watson being a fellow employee, and they took over the Pouyat lines. The firm dissolved June 30, 1909, Mr. Paroutaud returning to Europe to establish himself as a manufacturer of French china. In the early part of July last, shortly after his return from this country, where he had been on a visit, he had an attack of appendicitis and an operation was performed. Complications set in, necessitating other operations, and finally phlebitis developed, resulting fatally. He leaves a wife and a boy five years old.

Thomas Madden, an operative potter of Trenton, N. J., was killed in the accident on the Lehigh Valley railroad last week, when, in company with other veterans of the Civil War, he was returning from the encampment at Rochester.

Silas M. Ferguson, Jr., of East Liverpool, for many years general office manager of the United States Pottery Co., Wellsville, O., died Tuesday morning after an illness of almost a year, aged twenty-nine. He leaves a wife and two small children.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 31, 1911.

ON THE VALUE OF GOODS.

THE average buyer who comes to New York to purchase crockery, glass and lamps is usually a good fellow and as a rule knows his business; but there are some who are lamentably ignorant and endeavor to cover up the fact by an assumption of knowledge which only makes them ridiculous.

Any man who has been in the business long enough to merit the title of "salesman" can size up a buyer in just about five minutes. He can tell in that time if the purchaser knows the difference between white granite and china, and cut glass from pressed. When he has to deal with a pretender the salesman does not tell him that he is a fool, but leads him on and sells him if he can.

It takes a man years to acquire a knowledge of values, and the most experienced is cautious about saying what an article is worth. Not so with some of these "know it all" chaps. They do not hesitate to say that a piece of ware is high in price, and they "can buy better goods for the same money anywhere." They will even go so far as to say what the article ought to cost and so fix the price at which it should be sold The workmanship will often be criticised by a man who has no idea of body, glaze, decoration, mitre or rock crystal cutting, and cannot tell a casting from a piece of wrought metal. It is amusing, when not pitiable, to hear these men talk.

In these days of sharp competition no wholesaler places an exorbitant price on his goods, unless the article is patented or the vendor has exclusive control. The practical, well-informed buyer knows this. When the price of an item is quoted, if he thinks that the figure is higher than his trade will stand he passes it by without comment, or, if urged to buy, explains why he cannot use it. He may enter into discussion as to his reason for thinking the price high, but he rarely makes a definite assertion without qualification that the article is not worth the money asked.

As a matter of fact, the manufacturer is very apt to figure low, for two reasons: one that he has to meet competition; the other that if he undertakes to make a large profit he will at once stimulate his competitors into making the same or a similar article, whereas at a low price others may not think it worth while to imitate.

Prices as they rule in the market are not high, and when a buyer finds fault with every price that is quoted, and critcizes all the ware that is shown him, he merely proves his unfitness for his position.

PERSONAL.

ONE of the most active men of his age is Charles T. Dotter, formerly of the firm of Bawo & Dotter. He retired several years ago, but still has a desk in the old office where he was for so many years, and nearly every day when he is not sailing or fishing makes his appearance there for a few minutes, or a few hours, as the case may be. Mr. Dotter is seventy-two years old, and looks fifty. He is a brilliant conversationalist, has a fund of anecdotes at his tongue's end at all times and is one of the most entertaining of men.

⚜

W. L. Tickell, salesman for the International Pottery Co., Trenton, writes that when he called on the Hon. Dwight Hewes at the hospital in Hartford, Conn., where, as noted in a previous issue, he has undergone a serious operation, he found him so fa recovered as to be reading with zest the trade news in the JOURNAL, and by the time this is in print he expected to be back home.

⚜

J. H. Venon, as announced last week, is due to arrive on the "Provence" September 1.

⚜

W. V. Higgins, one of the old-time war-horses of the crockery trade, was one of our office callers last week. Mr. Higgins has been rusticating in New Jersey all summer and is now ready to take to the road if anybody wants him.

⚜

J. Edward Lewis, housefurnishing buyer for Carson, Pirie & Scott, Chicago, arrived in New York Monday morning after spending a pleasant vacation

at his father's handsome summer home near Atlantic City.

⚜

John Fisher, with Fondeville & Van Iderstine, has suffered rather severely this week from an attack of ptomaine poisoning. It has been suggested that he swallowed too much of the conversation handed out at the Household Show during the past week.

⚜

L. Rouquart, of the Ceramic Importing Co., returned from Europe on the "Espagne" last Sunday morning.

⚜

C. W. McClure, who was here last week taking in the Household Show, left Monday night for Niagara Falls to attend the annual convention of the Five and Ten Cent Merchants' Association, in session there this week.

⚜

C. H. Little, Rockford Ill., arrived in New York on Monday for his regular summer visit, but went immediately to New Haven on a short trip. He will return the latter part of the week.

⚜

John J. Miller and his son Meredith arrived in New York on Monday morning on the "Caronia" after a visit to the potteries in England. Mr. Miller is feeling in splendid condition and ready to buckle down to business with vim. He was detained at Liverpool by the labor disturbances from Wednesday to Sunday before the ship was ready to leave. He didn't allow it to worry him a great deal, however, and spent the interim at a nearby seaside resort.

⚜

H. S. Clarke, with Robert Slimmon & Co., will leave next Monday night for his usual Western trip, stopping first at Philadelphia; then on through Baltimore, Washington and Pittsburgh.

⚜

John George Ogle D'Olier is the new china buyer for the McCurdy & Norwell Co., Rochester. He was formerly connected with W. H. Glenny & Co.

⚜

Leonard Stock will leave on Tuesday of next week for a trip West to take orders for Ahrenfeldt china to be delivered in time for holiday trade.

⚜

J. D. Dithridge returned this week from a visit to Canada, where he did cousiderable golfing and fishing. He is modest, and says nothing about his prowess in either sport.

⚜

D. F. Richardson, with Burley & Tyrrell Co., Chicago, was in New York this week, and left on Thursday night for Taunton, Mass. From there he goes to Wakefield, Mass., his native place, to spend the holiday with his father. He will return to this city the middle of next week.

⚜

J. W. French, with John Davison, left on Monday night for his regular Western trip, stopping first at Buffalo and then Pittsburgh.

⚜

W. L. Woodward, after fifteen years' service with the Warwick China Co., Wheeling, has severed his connection, and is open for a position as china buyer or manager of local agency.

⚜

H. A. Winterknight, who has represented John Morgan & Sons in Philadelphia, is giving up his sample room there and will spend his time on the road carrying his line of samples through the State of Pennsylvania.

⚜

Joseph Moore, buyer for A. D. Matthews' Sons, Brooklyn, was in the District this week purchasing goods for his china and glass department.

⚜

F. H. Gallagher, of the Sterling Cut Glass Co., was in town last week to take in the Show, making his headquarters with I. P. Cohen, his New York representative. He met many of his customers and booked some good orders.

⚜

Fred Langfelder, with Louis Wolf & Co., returned from his European trip Tuesday on the "Vaderland." He has secured many novel and attractive things for the trade.

⚜

E. F. Anderson, with George F. Bassett & Co., is due to arrive home from his summer vacation, which has been spent in Maine, on Friday.

⚜

Kennard L. Wedgwood is a passenger on the "Adriatic," due from Europe September 2.

⚜

S. A. Royce, with the sales department of the Thompson Pottery Co., East Liverpool, has resigned to go with the Warwick China Co., Wheeling, succeeding W. L. Woodward.

A MARE'S NEST.

THOSE alleged undervaluations on the Pacific Coast have turned out to be no undervaluations at all. A despatch from Tacoma says: "More than 2,000 cases of Japanese porcelain held at this port pending an investigation into its valuation have been ordered released."

THE CONDITION OF BUSINESS.

New York. While a considerable amount of business has been done in the warerooms, there is no gainsaying the fact that it has not come up to expectations. It is possible that too much was expected. Certainly the number of buyers here the last two weeks fell short of the aggregate counted upon. The effect of the National Household Show was that it crowded into two weeks the whole month's arrivals. As near as we can find out, there were not more than fifty here who would not have come anyway, and, strange as it may seem, a goodly number of them did not go near Madison Square. Of course, many who came to the Show also visited the warerooms and placed orders. As has been the case for the last few years, a goodly proportion of the buyers bought a little for immediate wants, took memoranda of what was to be had, and promised to give the travelers the business when they had made their tours. Among the arrivals were a number simply on vacation bent. They plainly stated that they were not here to buy. They would want goods later on, but would defer purchasing until they had reached home.

The domestic crockery trade is improving steadily—our direct reports from correspondents being corroborated by the raw material men, who say that their business is better than last year at this time and steadily increasing.

There is little change in the glass situation over last week—possibly a slight increase.

The lamp trade is fairly good. Metal goods are taking well. While the demand for decorated lamps is not what it used to be, still manufacturers report good business. The gas and electric shade manufacturers report an exceptionally good demand.

Retail trade in and around New York is just about normal.

One of the best evidences of a good outlook for future business is the activity of the railroads. The number of idle cars has dwindled to almost nothing, showing that goods are being carried. If the railroads have freight to forward, somebody must be selling something. It is not wheat and grain, for the crops have not yet begun to move. Money is easy, failures are few or none in the trade, and it is only a question of time before the commodities we represent will add their share to the tonnage of the transportation companies.

Pittsburgh and Vicinity. With the summer season nearing an end there is a slight improvement in the orders for general lines. Inquiries are a little better, denoting that buyers have returned from their summer vacations. Demand for blown and stem ware continues at the top notch, while pressed lines have been moving with a little more freedom.

East Liverpool and Vicinity. Pottery manufacturers throughout the Western district say that business could be a "whole lot worse and a whole lot better." A sort of "middle-of-the-road" situation exists. Salesmen report many buyers away, and of course no orders have been taken from these houses. No large buyers have visited the territory during the last week. Potteries are in operation, but not to their capacity.

AT BOSTON.

THE Climax Cut Glass Co. has been incorporated at Portland, Maine, with a capital stock of $10,000, by J. F. Fanning, Robert Payson and A. C. Percy.

Frank F. Davidson, manager of the Thomas Long Co., has returned from a vacation at China, Maine. Mr. Aldrich, salesman, is away on his vacation.

H. J. Smith, with Cox & Lafferty, New York, is touring New Hampshire and Massachusetts for orders.

William Dougherty, New York representative of the Consolidated Lamp and Glass Co., Coraopolis, Pa., who is now in Toronto, is expected in the New England States shortly.

John Connolly, advertising manager of the Jones, McDuffee & Stratton Co., is enjoying a vacation at East Gloucester.

W. M. Pingree, manager of the Tajimi Co., jumped into town for a day, and left at once to continue his Fall trip through Southern New England and New York State.

England Brothers, Pittsfield, Mass. have enlarged their china, glass and lamp department, of which A. Kallman is the buyer.

Mae E. Goodwin, glass buyer for the R. H. White Co., is sojourning in the country for a brief rest.

C. H. Blumenauer, president of the Jefferson Glass Co., Follansbee, W. Va., is expected at the

Boston offices this week. Harry B. Hollis, who handles this line, has returned from pleasure-seeking at New Castle, N. H.

George W. Beals has secured the line of the Imperial Glass and Lamp Works, New York, and has a full display at his office.

M. J. Donahue is the new china and glass buyer for the Gamble-Desmond Co., New Haven, Conn., succeeding James E. Hogan.

Herbert M. Ford, china buyer for the Mitchell, Woodbury Co , has returned from a pleasure trip in the Berkshires.

Alanson Bigelow, Jr., of Bigelow, Kennard & Co., has returned from Nantucket, the coolest spot along the coast.

Mr. Ferguson, buyer for the Boston Store, Providence, R. I , has recovered from his recent illness. Mr. Martin is the new buyer for their glass department.

James Leary, china and glass buyer for J. Samuels & Bro., Providence, returned Monday from his annual vacation.

Frank M. Dunmore, glass buyer for the Shepard Co., Providence, R. I., is due to return next Monday from his joy cruise.

Mr. Lamoureaux, who owns a china and glass store at Spencer, was preparing for the fall trade around the district this week.

The Wilkenda System of one-cent to twenty-five-cent stores will open September 1 on Cottage street, Easthampton, Mass.

James E. Hogan, formerly with the Gamble-Desmond Co., New Haven, Ct., was making a few social calls this week.

Miss McCarthy, buyer in the brass department at Vorenberg's, is vacationing.

Among the buyere in town were Mr. Lawton, for the Avery-Woodbury Co., Milford, and A. St. Louis, with the James Edgar Co., Brockton.

"Tim" O'Connell, buyer for the A. Stowell Co., who recently returned from Europe, is now securing a well-earned vacation.

G. J. Robinson, glass buyers for the Jordan Marsh Co., will forget shapes and cuttings for the next two weeks in a camp on one of the White Mountains.

James Challiner, superintendent of Factory "F," United States Glass Co , Pittsburgh, stopped to greet Murt S. Wallace, Boston manager, while en route via motor to the White Mountains.

ON THE PACIFIC COAST.

THE Schloss Crockery Co's booth at the Industrial Fair now being held at the Auditorium is attracting a good deal of attention, the special feature being the line of Golden State Mason fruit jars. The patent top with which the jars are fitted makes the preservation of the fruit a certainty, and the slit in the top eliminates all the old difficulty of unsealing.

* *

Max Merten, secretary of the American Import Co., left a few days ago for an extended trip. He will visit all the branch salesrooms of the concern, and will also go to most of the large factories in the Middle West in the Interest of his company.

* *

Himmelstern Bros, Mission Street, have just placed a car of the Pope-Gosser China Co's goods in Los Angeles, and are working on a car for San Francisco.

* *

Among the buyers in San Francisco last week were: Theodore Eilers, for the Hunt Mercantile Co., Santa Barbara; George Osborn, for J. Gianelli Co., Stockton; Meyer Iseman, of Goldstein & Iseman, Vissalia; A. Reese, of Reese Bros., Vallejo; George Allen, with the Allen Hardware Co., Livermore.

* *

A new line of very handsome brass lamps, both hanging and portable, with stained glass shades showing very artistic color blending, has just been put on display in the local salesrooms of the Pittsburgh Lamp, Brass and Glass Co., 718 Mission Street

* *

C. B. Roe, vice president of the Fostoria Glass Co., paid a short visit to the local office last week and is now on his way through the northern territory. B. F. Heastand, manager of the San Francisco salesroom, is now in Denver, which will be his headquarters for some weeks.

NATURAL GAS IN PENNSYLVANIA.

SINCE the first gas wells were operated in 1882, Pennsylvania has uniformly led the other States, although once or twice she has almost lost the place of honor. Her total production, however, has been about half that of the United States. The growth of the States's natural-gas industry has been in the main

steady and rapid. In 1882 her production was nearly $75,000. By 1885 it had increased to $4,500,000. In 1890 it was $9,551,025. In 1895 it had decreased to $5,852,000, and this year Indiana came within a few hundred thousand dollars of attaining first place. By 1900, however, Pennsylvania's production had risen to $10,215,412. In 1905 it was $19,197,336 and in 1909 for the first time it passed the $20,000,000 mark. The price of the Pennsylvania gas ranged from 2½ cents per 1,000 cubic feet at the wells, for gas sold for manufacturing, to 60 cents per 1,000 cubic feet for gas sold for domestic use. An innovation in the gas industry in 1909 was the installation of a few plants in the Pennsylvania oil fields for the extraction of gasoline from natural gas. The plants are located near oil wells, the purpose being to treat the surplus gas from the oil wells by a process of compressing and cooling.

Pennsylvania led all States in the value of the production of natural gas in 1909, according to the detailed figures just published by the United States Geological Survey. The State's output for the year was valued $20,475,207, the record value for any State in any year and approximately one-third of the entire value of the natural gas produced in the United States during the year. Pennsylvania's nearest competitor was West Virginia, whose production was valued at $17,538,565. The quantity of the West Virginia output, however, was considerably higher than that of Pennsylvania, although the value was less.

AT CHICAGO.

WHILE Miss E. M. Brennan of the Rothschild crockery department is spending in Wisconsin a two weeks' outing along the shore of Long Lake, Miss Mortimer has charge.

* *

Charlie Patterson, of the Carson, Pirie, Scott & Co. crockery department, has announced his intention to be married September 7 to Miss Elma Faulette, the daughter of a wealthy merchant of New Orleans whose family has for years been spending the summer at the Hotel Del Prado in this city, where the young people first met. After the ceremony the couple will make a short tour before settling down to domestic routine in Chicago.

* *

Since T. M. Schollenberger opened up for himself as a sales manager in the Kesner Building he has secured some good accounts. Among others he represents Ripley & Co. and the Phoenix Glass Co. of Pittsburgh, and the Sfar Glass Co. of West Virginia.

* *

Among yisiting buyers here were: J, E. Dameron, Saulsbury, Mo.; W. W. Clark, Columbus, Mont.; E. W. Mitchler, Paola, Kas.; F. R. Raabe, Stanton, Neb.; E. B. Milne, Augusta, Ky.; A. Hohn, Marysville, Kas.; M. S. Simpson, Lawton, Okla.; E. B. Finch, Kearney, Neb.; H. F. W. Schaller, Watertown, S. D.; J. F. Bartlett, Parsons, Kas.; N. Jacobs, Indianola, Miss ; G. S. Minor. Mystic, Ia.; J. W. Botts, Chilicothe, Mo.; C. R. Oldman, Mount Sterling, Ky.; E. W. Farland, Ohioowa, Neb.; H. N. Lassiler, Clarksville, Tex.; F. S. Krebs, Frankfort, Ind.; C. W. Edwards, Oxford, Neb.; O. Kramer, Brookfield, Mo.; V. Zieff, Newbern, Tenn.; J. Becker, Scotland, S. D.; J. F. Comstock, Mobridge, S. D.; L. J. Hartman, Alton, Ill.; F. Phillips, San Benito, Tex.; F. H. Wright, Dublin, Tex.; H. Abrahams, Cedar Rapids, Ia.; J. Parrett, Farmer Ia.; L. M. Woodward, Little Rapids, Wis.; A. W. Cunningham, Sterling, Ill.; W. Stuhler, Monticello, Ia.; F. O. Newcomb, Shell Rock, Ia.; E. Davidson, Minneapolis, Minn.; J. Liebenheim, Pawnee, Okla.; J. M. Anderson, Woodhull, Ill.; E. L. Bowe, Altenheim, Ark.; P. Silver, Seattle, Wash.; F. H. Stamfer, Benton, Ill.; A. B. Edee, Pawnee City, Neb.; E. C. French, Leland, Mich,

WHY THE SALESMAN FAILED.

HE wasn't neat in his appearance, and he lacked dignity in his bearing.

He used no tact in introducing himself, and, besides, was late in keeping his appointment.

He had a conceited and arrogant manner.

He did not believe in his own proposition.

He disgusted his prospect with gross flattery.

He didn't know the fine points of his own goods.

He offended the prospect by undue familiarity.

He made a bitter attack upon his competitor's goods.

He openly ridiculed his prospect's ideas and methods.

He made no preliminary study of his prospect's case.

He relied on bluff instead of solid argument, based on facts.

He got lost in the forest of details and couldn't stick to essentials.

He had been out with the boys the night before and showed the effects.

He talked too much. He gave his prospect no chance to explain his needs and position.

He couldn't answer questions and objections intelligently, concisely and convincingly. He tried to close his prospect before he had worked him up to a point of conviction.

He lost his nerve because the prospect presented such an unyielding front, forgetting that battles are won by hard rallies at the finish.

He didn't know his business when he made the approach; didn't talk clean-cut business after he got in; didn't make it his business to fight all the way through, and didn't do business before he left.

Among the Potteries
East and West

East Liverpool and Vicinity.

There has been a noticeable demand for premium specialties in pottery this season, lemonade sets, water sets and berry sets being in the lead. A year or so ago newspapers were liberal users of dinner ware, but this has been replaced by specialties. However, some Western and Southern newspapers have placed liberal orders for 42-piece sets with local manufacturers during the past week.

* *

George Vernon, a well-known pottery worker of this city, and who has been associated with the West End Pottery Co., this week became identified with the National China Co., of Salineville, and will enter the sales department. He is one of those young men who have made a study of the industry from the raw to the finished material.

* *

Copies of the agreement made at the joint conference of committees representing the United States Potters' Association and the Brotherhood, the text of which recently appeared in these columns, have been distributed among the membership of the Association.

* *

E. E. Mueller, of the sales department of the Palm-Fechter Co., has been spending several days here, and was one of the honor guests at the recent outing of the Cosmopolitan Club of this city at the country home of George C. Thompson near West Point, O.

* *

General Manager Clarence Bauman of the Globe Pottery Co. is spending his vacation at Cambridge Springs, Pa.

* *

All of the yellow ware and rockingham plants in this district, with one exeeption, are doing a very good business, the factories working about to capacity. The demand for this line of ware in the country districts continues strong.

* *

Plans are being drawn for an eleven-kiln pottery to be built at Macon Ga., and which will be known as the Macon China Co. It is practically a reorganization of the Summit China Co. of Akron, O. The Chamber of Commerce of Macon has donated a site and four of the building walls. The new plant will occupy an area of 130 by 320 feet exclusive of the office and engine room. The Summit China Co. is owned by L. K. Force, F. H Buerbach, R. H. Kent and W H. Dettleback. The plant is to be built in the heart of the Southern kaolin territory.

* *

Roy Colclough, secretary of the Smith-Phillips China Co., has returned from Cambridge Springs, Pa., where he has been spending his annual holiday.

* *

Because of the favorable stage of water which will hereafter exist in the Ohio river several manufacturing potters are taking an active interest in water sports, and some very fashionable craft will be ordered for spring delivery ere long. It is said that one manufacturer will put $1,500 into a craft, and several others will have boats ranging in price from $400 to $1,000.

* *

Pottery manufacturers are being requested to make exhibits of their wares at the First Clay Products Exposition to be held in Chicago March 7 to 12 next.

* *

C. L. Gray, eighteen years office manager for the Goodwin Pottery Co., of this city, severed his connection with that concern this week to become identified with the Charles Howell Cook pottery interests at Ford City and Kittanning, Pa. The position is one to which considerable responsibility is attached.

Toronto, O.

Following financial trouble, the American China Co. has closed down, throwing 175 men out of employment. W. B. Gincher has been appointed receiver. The company is said to have obligations aggregating $120,000.

Cannonsburg, Pa.

At the recent theatre panic here, Wilmer Lane, an employee of the Cannonsburg Pottery, and a member of one of the volunteer fire

companies, hastened to answer the alarm and was working at the pile of bodies at the entrance of the Opera House when he came upon the lifeless form of his two children lying beside his unconscious wife.

Ann Arbor, Mich.

An overheated oil stove set fire last week to the famous Markham Art pottery in this city, completely destroying the workshop and all of the molds that had been accumulated by seven years of hard work. Several thousands of dollars' worth of pottery was ruined and all the machinery and tools.

AT PITTSBURGH.

THE Pittsburgh Mail Order House is a new concern started in this city by A. Miller, W. T. Pierce and P. F. Quinn with a capital stock of $5,000.

* *

A new department store has been opened at West Newton, just south of Pittsbnrgh, by the R. H. Stevenson Co., with $16,000 cap tal. R. H. Stevenson, C. E. Fowler and H. M. Miller are the incorporators.

* *

Importers who have been maintaining displays in this city have been experiencing a busy fortnight —better than they expected.

* *

At the local offices of Kinney & Levan it was announced that business has been keeping quite up to normal, and that outside trade has been rather active. Hardly a week passes but what a lot of new items are placed on display. New effects in light cut blown and stemware and jugs from their own factory are now being shown. The cutting are floral in character, and each design is shown in a full line.

* *

Aluminum ware is a strong factor in the display of the George H. Bowman Co., at the Monongahela House, in charge of Charles Ellis.

* *

T. A. Neely, buyer for Boggs & Buhl, has gone to Canada for his vacation. Later he will join his family at Asbury Park.

* *

Mr. Levy, representing the Crown Novelty Co., of Chicago, maintained a display here during the past week.

* *

F. C. Winship was at the colonial with the lines of the H. C Fry Cut Glass Co.

* *

News has been received here of the formation of the Spillman Bros. Co. at Martinsburg, W. Va., who will operate department stores with a capital stock of $15,000. W. S. H. Spillman is at the head of the company.

* *

"Business is looking a whole lot better, and all our lines are moving nicely," said Harry Lewis, in charge of the china and glass department of the Joseph Horne Co. "Cut glass has been moving well, while trade on blown ware has been far above normal."

* *

Bawo & Dotter are showing twelve new lines of needle and deep plate etched blown and stemware at their sample room here. The glass is of the highest quality. The designs are border effects and floral patterns.

AT ST. LOUIS.

MUCH interest was manifested by the shopping public in the unique manner the Bergen Cut Glass Mfg. Co. of this city displayed their popular-priced Taylor pattern in the "Famous" department store during the "Made in St. Louis Show" week which ended last Saturday. Eighty pieces, consisting of jugs, tumblers, nappies, bowls, etc., were featured in the various stages of manufacture. One-fourth of the quantity was exhibited in plain blanks; another fourth showed the goods after they had gone through the roughing process; the third portion showed how they look after being smoothed, and the remainder consisted of the brilliantly finished article. Crowds of passersby were flagged by the exhibition of the goods in the large show windows of the store.

Twenty frames are in motion at the factory. Tracy Bergen is president, sales and business manager of the company, Jerome J. Phillips secretary, and Chas. B. Bergen, superintendent. The plant was established by J. D. Bergen and his son Tracy, of Meriden, Conn., last March, since which time the former retired from the business and was succeeded by Mr. Phillips. Besides having mastered the art of glass cutting, President Bergen traveled for many years for the J. D. Bergen Co., who are operating in the Connecticut city and who are in no way connected with the Mound City enterprise, which is situated on Delmar Boulevard. The local concern is up to date in every particular, and a good fall business is looked forward to by the management.

Ideal weather, together with the "Made in St. Louis" show, made the past week one of the best experienced this summer in both the retail and wholesale trade.

J. R. Towler, crockery and glass buyer for Scruggs, Vandervoort, Barney Dry Goods Co. has returned to his post much refreshed by a two weeks' outing. Miss Fannie Hawthorn, assistant buyer, has also ended her vacation.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Whether or not it pays for a manufacturer to sell at retail at the factory, when the plant is located close to a large city, thereby taking away business that would otherwise go to the retail dealer, remains for the manufacturer to answer. Buyers and managers of glass and china departments maintain that it does not. It is said that recently one cut glass manufacturer lost a very large account when the buyer learned that some of the trade of his store residing in the vicinity of the factory had bought goods there, and "at factory cost," so to speak. The salesman for the factory could not see where his concern had done any harm; but when the buyer closed the account he took a little different view of the situation. Buyers maintain that when they push a line they should be afforded protection by the manufacturer; otherwise he might as well open his own retail store or a chain of them throughout the country.

The suggestion was made here this week that glass and pottery manufacturers who exhibit in Pittsburgh in January would do well to secure such a place as Duquesne Garden for displays, and that the time of the exposition should be cut from a month to two weeks. It was said that while there might be some inconvenience the first season, all of this would be done away with the second year. The idea may be worth looking into.

The demand for the new Sanitary bottle of the Higbee Glass Co. has proved one of the surprises of the glass business for this year. It is being ordered in liberal quantities, and the demand is growing every week. The table lines of this concern are also quite up to normal in movement, and the factory is being worked to its capacity.

Walter Lindsey, with the Duncan-Miller lines, opened in St. Louis Monday and is now working the Western trade. This is the first trip he has made this year, owing to long-continued illness.

R. G. Haugh, in charge of the export department of the United States Glass Co., is spending three weeks on the Great Lakes and at Mackinac. His desk is being looked after by Harry Cushwa, the advertising manager.

The regular bi-monthly meeting of the American Association of Flint and Lime Glass Mfrs. will be held Sept. 13.

The Rochester Cut Glass Co. will shortly issue a new catalogue containing illustrations of all the latest designs.

Advance samples of the new "Orange Blossom" pattern of pressed ware have been sent to all representatives of the Ripley Glass Co. This is the first new line of tableware this factory has placed on the market since the original lines were shown about a year ago. The new pattern is being shown in nappies, jugs, tumblers, sugars and creams only, but additions will be be made from time to time.

Considerable interest was manifested here in the meeting of cut glass manufacturers held at Buffalo, N. Y., and which is said to have been attended by about forty of the trade for the purpose of going over the lime glass blank proposition.

Glass decorators are anxiously awaiting word from manufacturers concerning the new lines which are to be placed on the market in January.

Several new treatments are being shown on the upright and inverted lines of shades of the Krakno Glass Co., of which S. F. Elkins is general manager. The line is being sold generously throughout the country, and is being shown by resident representatives in a number of the larger cities.

At the annual meeting of the stockholders of the United States Glass Co., Aug. 30, the following directors were elected: President, J. A. Knox; secretary, Ernest Nickel; William M. Anderson, John B. Barbour, Jr., Marion G. Bryce, Charles J. Kappler, William Munhall, David Yost and L. Z. Birmingham. The insurgent stockholders complained of the high salaries being paid, five of the present directors being

employed by the company at the present time at an aggregated salary of $32,000 per year. Complaint was also made of the number of relatives of different officials employed by the company. This was denied by President Knox, who further stated that not only were all the men under him fully earning their salaries, but that some were not being paid enough.

There was no receiver's sale of the chattels and machinery of the New Method Art Glass Co. last Monday, as scheduled, "The landlord stepped in," said the attorney "and we do not know now when we will be able to have a sale."

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for the week ending August 29, 1911.

ANTWERP

113	packages	glassware	B Gunthel
38	"	"	Graham & Zenger
19	"	"	A Berger & Co
71	"	"	Miscellaneous Orders
13	"	earthenware	L Straus & Sons
29	"	"	E R Thieler
193	"	"	Geo Borgfeldt & Co
7	"	"	Fensterer & Ruhe
1	"	"	L D Bloch & Co
22	"	"	Koscherak Bros
57	"	"	Miscellaneous Orders
15	"	chinaware	Vogt & Dose
4	"	chinaware	Strobel & Wilken Co
22	"	"	Miscellaneous Orders
178	"	toys	B Illfelder & Co
5	"	"	A Steinhardt & Bro
14	"	"	L H Mace & Co
28	"	"	C B R uss
29	"	"	Strobel & Wilken Co
52	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
42	"	"	J H Venon
7	"	"	Knauth, Nachod & Kuhne
231	"	"	Eimer & Amend
18	"	"	Samstag & Hilder Bros
42	"	"	Strobel & Wilken Co
206	"	"	Miscellaneous Orders
28	"	earthenware	Knauth, Nachod & Kuhne
28	"	"	L Straus & Sons
28	"	"	Karl Hutter
62	"	"	Miscellaneous Orders
56	"	chinaware	Strobel & Wilken Co
55	"	toys	Geo Borgfeldt & Co
28	"	"	A Steinhardt & Bros
8	"	"	Knauth, Nachod & Kuhne
101	"	"	Bawo & Dotter
5	"	"	F A O Schwartz
391	"	"	Strobel & Wilken Co
63	"	"	Miscellaneous Orders

COPENHAGEN

88	packages	earthenware	Bawo & Dotter
7	"	"	C B Reuss
570	"	toys	Geo Borgfeldt & Co
100	"	"	Miscellaneous Orders

FIUME

38	packages	glassware	J Palme
41	"	"	F W Woolworth
10	"	"	Koscherak Bros

GENOA

34	packages	earthenware	H Creange
5	"	"	Miscellaneous Orders

HAMBURG

116	packages	glassware	Fenesterer & Ruhe
10	"	"	Bawo & Dotter
193	"	"	L Straus & Sons
71	"	"	Lazarus & Rosenfeld
2	"	"	Frank & DeKeyser
21	"	"	N Wapler
13	"	"	Koscherak Bros
108	"	"	Eimer & Amend
11	"	"	Knauth, Nachod & Kuhne
524	"	"	Kmy-Scheerer Co
125	"	"	Geo Borgfeldt & Co
5	"	"	Strobel & Wilken Co
783	"	"	Miscellaneous Orders
58	"	earthenware	Bawo & Dotter
79	"	"	Geo Borgfeldt & Co
18	"	"	Herman C Kupper
19	"	"	L D Bloch & Co
7	"	"	Ceramic Importing Co
7	"	"	F W Woolworth
72	"	"	L Straus & Sons
17	"	"	E R Theiler
12	"	"	J Palme
5	"	"	J Wygand & Co
8	"	"	Frank & DeKeyser
244	"	"	Miscellaneous Orders
27	"	chinaware	Bawo & Dotter
148	"	"	Strobel & Wilken Co
38	"	toys	B Illfelder
21	"	"	Knauth, Nachod & Kuhne
23	"	"	Samstag & Hilder Bros
21	"	"	G W Travers
38	"	"	C B Rouss
236	"	"	Strobel & Wilken Co
571	"	"	Miscellaneous Orders

LIMOGES

152	packages	chinaware	Theodore Haviland & Co

TRIESTE

685	packages	glassware	A L Crawford
66	"	"	Fensterer & Ruhe
421	"	"	Miscellaneous Orders

ROTTERDAM

128	packages	earthenware	Geo Borgfeldt & Co
60	"	"	L Straus & Sons
28	"	"	O Goetz
82	"	"	Lazarus & Rosenfeld
34	"	"	L D Bloch & Co
182	"	"	Bawo & Dotter
89	"	"	Miscellaneous Orders
77	"	toys	B Illfelder & Co
19	"	"	G W Travers
34	"	"	Samstag & Hilder Bros
7	"	"	F A O Schwartz
1	"	"	Strobel & Wilken Co
267	"	"	Miscellaneous Orders

SOUTHAMPTON

8	packages	chinaware	J H Venon
3	"	"	Blakeman & Henderson
67	"	"	H Creange
37	"	"	Wm Guerin & Co
12	"	"	L D Bloch & Co
17	"	"	H Endemann
20	"	"	Bawo & Dotter
3	"	"	Lazarus & Rosenfeld
92	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

80	packages	earthenware	Jones, McDuffee & Stratton Co
7	"	"	Mitchell Woodbury & Co
4	"	"	A W Chesterton
2	"	"	Stone & Downer Co

ROTTERDAM

80	packages earthenware	Jones, McDuffee & Stratton Co
84	" "	Mitchell, Woodbury Co
7	" "	Stone & Downer Co
7	" "	American Express Co
111	" "	Miscellaneous Orders

HAMBURG

26	packages earthenware	Jones, McDuffee & Stratton Co
23	" "	Mitchell, Woodbury Co
25	" "	Chas Emerson & Son
6	" "	R H Stearns Co
25	" "	Patterson, Wylde & Co
21	" "	Geo Borgfeldt & Co
29	" "	Canadian Pacific Railroad
1	" "	Ocean Transit Co
20	" "	R F Downing & Co
10	" "	Bawo & Dotter
40	" "	F W Woolworth
6	" "	E A Runnells & Co
59	" "	L Wolf & Co
8	" "	Houghton & Dutton
12	" "	Simon Bache & Co
166	" "	National Despatch Co
2	" "	W N Proctor & Co
159	" "	Miscellaneous Orders

ANTWERP

29	packages earthenware	Jones, McDuffee & Stratton Co
117	" "	American Express Co
6	" "	L Wolf & Co
6	" "	Miscellaneous Orders

COPENHAGEN

8	packages earthenware	Geo Borgfeldt & Co

FRY vs. McKEE.

A LITTLE over a year ago the H. C. Fry Glass Co., which holds patents on what are known in the trade as "pressed glass blanks," licensed the McKee Glass Co. under certain conditions to manufacture and sell such blanks. These conditions they allege have not been complied with, and they are now suing the McKee Glass Co. to enjoin and restrain them from selling or using any pressed glass blanks for cutting which shall not have been subjected prior to such use or sale to a finishing operation involving the practice of some one or more of the inventions described and claimed in the letters patent held by the H. C. Fry Glass Co.; from selling or using any pressed glass blanks for cutting at any selling prices lower than those stated in their agreement; and from in any other respect acting contrary to the provisions of the instrument in writing agreed upon between them.

The suit is brought both against the McKee Glass Co. and A. J. Simth as president, and a preliminary injunction is asked for until the final hearing of the case.

The McKee Glass Co. deny that they have advertised, offered for sale or sold any "pressed blanks for cutting" which were not subjected prior to such sale to a finishing operation involving the practice of the inventions claimed in the agreement, and also deny that any such pressed blanks were sold at prices lower than those specified in the instrument.

It is alleged by the defendants that for many years past it has been the custom and practice in carrying on the ordinary pressed glassware and imitation cut glassware business for purchasers of lime glass to treat the same to suit their peculiar trade by painting, decorating, or otherwise treating and changing it to suit their respective trades, and that they have no control over the use to which their ordinary pressed glassware made from lime glass shall be put when sold to the consumer in the ordinary course of their trade.

They state that at the time the agreement was executed it was expressly understood that the provisions therein relating to blanks from stock pattern moulds related to and were limited to pressed blanks made from lead glass, from which the finished article commonly known as cut glass was to be made.

The case is to be tried in the Westmoreland County Court House at Greensburg, Pa., at its next sitting.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED——Salesmen for all localities, to sell toilet and dinnerware, in decorated and white. Liberal commission to hustlers. Address, South Jersey Crockery Co., Trenton N. J.

COMMISSION salesmen wanted to carry side line of salable brass novelties. No trouble or expense. Liberal commission. Address L. W. Levy & Co., 6 West Twenty-Second St.

SITUATIONS WANTED.

POSITION WANTED—Young lady familiar with cut glass, brass and fancy goods lines. Is stenographer and typewriter and A No. 1 saleslady. Address Box 765, this office.

HAVING resigned my position with the Warwick China Co., I am now looking for a place as china buyer, or a local agency in some of the Eastern cities. W. L. Woodward, 1432 California Avenue, Cincinnati, O.

BUSINESS OPPORTUNITIES.

WANTED—The agency for the Pacific Coast, on commission basis, of a factory making a good staple line of blown gas and electric shades, globes and balls, in both plain, roughed and cut patterns, also fancy shapes and iridescent colors. We have a good trade on these goods. Address Box 762, this office.

FOR SALE.

FOR SALE—Modern, well-built glass factory fully equipped for manufacture of pressed and blown ware, with well-established trade in large Eastern city. Address Box 761, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. Chandler, Chief Tariff Bureau, Leetonia, Ohio.

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A. C. DORNER

begs to announce that he has taken extensive showrooms in the Crockery Exchange Building, 25 West Broadway, New York, and extends a hearty invitation to visiting and local buyers to call and see the samples of rich cut glass from the factory of Demer Bros., Inc., and the semi-porcelain, granite and ironstone china, rockingham, yellow ware and specialties from the D. E. McNicol Pottery Co.'s factory.

25 West Broadway, New York City.

Room 46.

GEO. F. BASSETT & CO.,

IMPORTERS OF

ENGLISH. AUSTRIAN & FRENCH

DINNER WARE,

AGENTS FOR

Burgess & Leigh, Pearl Pottery Co., James Kent } England
Bassett China, Austria.
A. & D. China France.
J. B. Touze & Co. "

52 & 54 Park Place,

NEW YORK.

LA PORCELAINE LIMOUSINE

P L
LIMOGES FRANCE

Formerly

M. REDON.

M. REDON LIMOGES

LIMOGES CHINA

Cristalleries de Sevres,

ANCIENNE VERRERIES ROYALES.

Founded in 1700.

ALFRED G. MOMENT, Agent, 25 W. Broadway, N. Y.

CROCKERY & GLASS JOURNAL

NEW YORK, SEPT. 7, 1911

TALKS ABOUT BUSINESS-BUILDING.

By A. F. SHELDON,
Formulator of the Science of Business-Building and Editor of "The Business Philosopher."

TALK No. 3.

AT the close of Talk No. 2 I asked, but did not answer, the question, What is the greatest power in business? The regulation answer is, money-power. In the light of the law of cause and effect the answer is incorrect. The correct answer is this: the greatest power in business is man-power.

Money is effect, service is cause, and man is the cause of the service. In this sense, then, service is effect only. It is the cause of money being made, but man makes the service. Destroy all the money in the world, and leave man, and man will make more money. Destroy all the masterpieces of art, of sculpture, of literature, the marvelous inventions of this wonderful age, but leave man, and he will recreate and rebuild it all. Destroy all the man-power in the world, and this earth will become an unpeopled wilderness—a dead waste. It cannot be otherwise; for man is the life of the world. He is the creator, the builder, the artist. Man is the invention of God, but commerce, art and science are the invention of man. The scientific fact is this; you can destroy the effect, but not the cause.

I bring the question of man-power so persistently and prominently before your view because while the science of business-building embraces the science of service, the science of profit-making, it is pre-eminently the science of man-building.

Since I am a business man writing to business men on a business subject, let me give you a business illustration:

Think of the greatest business institution with which you are intimately acquainted. Having it clearly in mind, now think again, and imagine that in one day by flood and fire and panic all its property could be destroyed, but that everybody, from porter up to president, stood together, shoulder to shoulder, and, bound by bands of loyalty, said: "We will hold our organization intact. We will live on bread and water, if necessary, for sixty days. We will not disband. We will start all over again."

You, as well as I, know that with it man-power unbroken its management could go to the money marts and command the capital to start all over again. Why? Because the money-powers would know that their loans would be repaid—yes, and with interest—by an organization however bankrupt in funds and material equipment, with such splendid man-power behind it.

But suppose that death should strike down every one from porter up to president, thus destroying all its man power, what would become of the business?

When we say a nation is great, we mean the men who constitute the nation are great. When we say a business is great, we should mean the men who run the business—the men who provide the service.

So, then, while business is man-power plus money-power, in final analysis it is one power only—man-power.

Make the man-power right, and the money-power will have to be right. See that the source of the fountain is clear, and the water that flows from it will be pure. Cause and effect, cause and effect; the world of business is an endless chain of cause and effect.

HOW TO DEVELOP MAN-POWER.

I am talking with you now, Mr. Employer. The first thing to do is to recognize the value of man-power. Recognize the fact that it is the most valuable thing in your business; then recognize the fact that you are a teacher. Approximately ninety-eight per cent of the world are employed by the other two per cent. The two per cent are therefore consciously or unconsciously teaching the ninety-eight per cent.

Many employers are conscious of the fact that they are teachers—teachers of the science of service to their employes. Such men are the master business builders. May we have more of them! They are leaders in progress.

Many do not recognize their functions as teachers at all. Naturally the poor service they and their employes render to the public makes the public avoid them. Instead of graduating from the college of success, the only diploma they ever receive is a dis-

charge from a bankruptcy court. They failed because they refused to learn.

By words and by deeds all employers are teachers When the president is talking to his managers he is teaching them from the ripeness of his experience When the salesmanager is writing to the salesmen or sending them bulletins or talking to them individually or in convention assembled he is teaching them—imparting to them the results of his knowledge of the goods and conditions governing the sale of goods. When the chief accountant checks up the bookkeepers under him he is able not only to point out their errors, but to teach them better systems to avoid future errors. When the department head—it matters little what department he heads—goes over the work of his assistants and subordinates, it should not be so much to condemn them for errors as to impart to them a better way of doing things—a better way of rendering more efficient service—hence of building business.

Ever the man above should teach the man below. If not, what right has he to occupy a higher, more lucrative, position? Does the private get the pay of the general? Or the sailor of the admiral? No; because the latter knows what the first knows, plus.

But suppose the general or the admiral fails to train—to teach his men—to impart his "plus" knowledge—so that they fail to become masters in the art of war—each according to the position he occupies—and a battle should take place, would he not invite disaster and personal disgrace?

There is a limit to what every man can do himself; but he can multiply his power a hundred fold, a thousand-fold, by becoming a teacher.

Mr. Employer, it is up to you not only to make yourself efficient, but every employe, however subordinate he may be, a post-graduate in the art of rendering service. There is no man who cannot render some service to the world, and every man, woman and child in your employ, Mr. Business-Man, must be made to serve—and serve well—if you want your business a success.

Every employer is striving for one thing—efficient service. To get this, two essentials are necessary. First, technical knowledge of the work one has to do. Second, knowledge of the fundamentals underlying all business success.

The worker must develop his "success qualities," else no matter how much he knows about his business his effort will result in inefficient service.

A COMMON MISTAKE.

The best of employers largely confine their efforts to teaching but one of the two necessary things—namely, technique. Techinque never made a great artist or a master business-builder, though there was never one without it. There must be a man behind the technique—personality behind the tool. The efficient man with efficient technique is the artist—the master business builder

To be successful, organizations must teach their men not technique only, but the fundamentals of character development. Not only the president must be efficient, but the cash boy and even the porter. Every link in the chain must be well soldered if the chain as a whole is expected to hold together.

"Efficient men—efficient service" are the watchwords of success.

SALESMEN'S ASSOCIATION NOTES.

ADMITTED to membership in the Association June 17, 1897, Joseph F. O'Gorman was the 391st on the roll. He was made director at the annual meeting December 20, 1898, and later was elected vice-president. The honor of the presidency was conferred upon him Dec. 20, 1899. During his year of office it was ordered that the secretary and treasurer be bonded to the amount of $2,500 each. Another feature during this year was the offering of a diamond pin by the Association to the member who procured the largest number of new members. Warren H. Dunn secured the prize. Mr. O'Gorman was renominated for the presidency October 31, 1901, and duly elected December 21. The minutes of the Association show that on May 15, 1902, the reserve fund was ordered established, and Henry Endemann, with Mr. O'Gorman's co-operation, collected a thousand dollars as a nucleus.



J. F. O'GORMAN.

Mr. O'Gorman has served continuously from 1898 to the present time as an official, and is the second in place for continued long service, John Nixon being the only other member of the board to exceed him.

He was elected secretary in 1904, and has held the office ever since. During his incumbency he has installed a card index and filing system so complete and efficient that all data relating to members can be readily obtained. His offices have always been at the disposal of the members without cost to the organization, and he has devoted an immense amount of time and energy to its affairs, for, as everyone knows, he is an enthusiast in all matters pertaining to the Salesmen's Association.

At a meeting of the board of management September 1 the following new members were elected: Frank Ackerman, with the O'Gorman Publishing Co.; Kirk R. Bryce, of Bryce Bros. Co., Mount Pleasant,

Pa.; Martin M. Englehardt, with L. Barth & Son, New York; Frank H. Gallagher, with Sterling Glass Co , Cincinnati; August L. Gauthier, of A. L. Gauthier Co., Waterbury, Conn.; Geo. Heisler, with B. F. Drakenfeld Co , East Liverpool; Parnell J. Hennessy, with Wright, Tyndale & Van Roden, Philadelphia; Geo. N. Lukens, with Macbeth-Evans Co., New York; Elmer R. Lain, of William H. Lain & Son, New York

The death claim of William Leibeg was ordered paid.

THE CONDITION OF BUSINESS.

New York.

Excellent reports are coming in from men on the road as to the amount of sales, both in number and quantities taken. There has been a wonderful improvement in this direction in the past week or ten days.

The wareroom trade is very quiet. Buyers who were here during the Household Show disappeared as if by magic at its close. Since our last report there have been really only three business days. From Saturday till Tuesday nothing was done. The arrivals on Tuesday were tardy, and there were hardly any buyers. Naturally, very little could be expected in the way of sales.

There has been a very marked increase in orders for domestic pottery, and most of the plants are running close to their capacity.

The remarkable demand for blown glassware continues as heavily as ever.

Cheap pressed glass seems to be in moderate request only, but the higher grades are receiving considerable attention, and there is a big demand for hotel tumblers.

Cut glass shows the same erratic conditions that have characterized this branch of the business for many months. While some manufacturers of high cost goods have all they can do, others are comparatively idle; and the same may be said of the manufacturers of the cheaper grades.

The lamp business keeps up pretty well, most manufacturers reporting an increase week by week. High grade metal goods are beginning to receive more attention, and these houses are hopeful of an excellent fall trade

There has been a marked revival in retail business. One house in this city reports that its business last Friday was the best since the early spring, and that Saturday was another good day. With the closing of the vacation season and the opening of the schools city people have returned to their own homes and find that they require crockery, glass and housefurnishings. It is true that purchases are small, but the aggregate foots up pretty well.

General conditions throughout the country have improved somewhat since our last writing. The slump in Wall street has received a check, and it is now believed that things have taken a turn for the better. The crop situation is very encouraging. Cotton, wheat and corn, the three principal products of the soil, will yield above the average, and with the present high prices will put lots of money in the pockets of the farmers. The steel mills are in active operation, and the New England cotton mills have started up on full time, giving employment to over 55,000 operatives.

East Liverpool and Vicinity.

There has been a decided improvement in orders with some of the pottery manufacturers of the West during the past week. Jobbers are ordering more liberally—a sign that the retail trade has started to buy. Collections are reported a little slow.

Pittsburgh and Vicinity.

There has been a slight improvement in orders during the past week, and while indications point to the fact that buyers are guarded in their specifications, nevertheless lines of a more general character are being sought. The "lid" has been lifted just a little, so to speak. All salesmen are on the road, and their orders indicate that buyers possess a better feeling toward the future.

ON THE PACIFIC COAST.

THE local office of Himmelstern Bros. has just received a new lot of the Pope-Gosser Co.'s "Edgemore" pattern. This shape is becoming very popular, and within the past week quite a number of very liberal orders have been placed for it. Leo Himmelstern is now on a trip to Portland, Seattle and other points in the Northwest, but will return to San Francisco in a few days.

T. Schmitt, with Rhodes Bros., Tacoma, Wash., was among the buyers visiting the San Francisco jobbers last week.

Walter H. Reeves, the Los Angeles representative of the Lancaster Glass Co., reports on excellent business for the short time since he opened his offices and salesrooms in the Jefferies building.

The Conger-McLean Co., have just concluded arrangements with the Hawaiian Commercial and

Trading Co. of Honolulu to handle their lines in the islands. A. L. Conger leaves shortly for a three weeks' trip through Southern California. Mr. Conger has just returned from a successful business trip to Stockton, Sacramento and intervening territory.

A. H. Cowen, of the Cowen-Heineberg Co., has just returned from a two weeks' vacation, and Mr. Heineberg leaves this week for a little summer rest.

A. J. Hill, representative of A. H. Heisey & Co. Newark, O., was in San Francisco this week and is now in Los Angeles in the interest of his company.

Frederick Sien, of the Dohrmann Commercial Co., and Mr. Meyer, sales manager of the Nathan-Dohrmann Co., have gone to Los Angeles for the week on a business trip.

George Kelly, of the George W. Kelly Co., Hanford, Cal., has been in San Francisco for some days placing orders for a holiday stock.

H. J. Quinn, of Quinn & Hughes, Tuscon, Ariz., has been in San Francisco for the past week placing orders for fall business.

AFFAIRS OF NEW JERSEY CUT GLASS CO.

THE trustee of the estate of the bankrupt New Jersey Cut Glass Co has applied to the court for instruction whether to accept the sum of $1,500 offered by Edward Blau in settlement of the claim of the trustee against him, aggregating $5,335 65, now in litigation, and the hearing has been set for Thursday, Sept. 14, at 10 a. m , in the Bankruptcy Court Room, Newark, N. J., when all persons interested may appear and show cause why the application should not be granted.

TRADE TIPS.

CATALOGUES of pottery and glassware are wanted by the Eckelcamp Bros., who are enlarging their store at Eufaula, Okla.

* *

Belleville, Kan.—The Phillips & Kent Co., which have started business here, will handle pottery and glassware.

* *

International Falls, Minn.—Frank H. Keys is erecting a new store here and will carry pottery and glassware in connection with furniture lines.

* *

Pittsburgh, Tex.—The Holdman Hardware & Furniture Co. wants catalogues on pottery, housefurnishings and glassware.

Kearney, Neb.—The Lund Hardware Co. has been organized and will carry large stocks of pottery and glassware.

* *

Terra Alta, W. Va.—C. O. Duve has started in business here and will handle housefurnishings in connection with his furniture line.

* *

North, S C.—The North Hardware and Furniture Co. has been formed with $5,000 capital stock and will carry pottery and glassware. Catalogues are wanted.

* *

Virden, Ill.—Tucker & Acree have bought out W. W. Roberts and will handle furniture and housefurnishings.

* *

Morning Sun, Iowa.—Selzer Bros. have just opened a new store and will carry pottery, glassware and lamps. Catalogues and prices wanted.

* *

Decatur, Ill.—The Morehouse & Wells Co. is erecting a new six-story store. Wholesale and retail business will be done in American pottery and glassware, with other lines.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Aug. 19,'11	Corresponding period 1910	Exports Jan. 1 to Aug. 19,'11	Corresponding period 1910
Boston	228	13	5419	5126
New York	114	201	4870	5268
Baltimore	65	176	7432	9734
Philadelphia	3	118	3031	4193
New Orleans	23	73	652	1611
Newport News	....	28	43	183
San Francisco	....	....	242	
Portland (Me.)	....	....	545	1029
Galveston	75	....	731	929
Portland (Or.)	....			..
Inland Points	...	11	879	1430
Total	508	620	23844	29503

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Aug. 19,'11	Corresponding period 1910	Exports Jan 1 to Aug. 19,'11	Corresponding period 1910
New York	114	201	4661	5750
Boston	228	13	5387	4629
Philadelphia	3	118	3009	3942
Baltimore	65	176	7427	12494
San Francisco	....	....	215	151
New Orleans	28	73	606	1881
Portland (Me.)	....	....	389	1943
Galveston	75	....	731	1016
Newport News	....	28	43	950
Portland (Or.)		....	....	55
Inland Points	6	11	257	942
Total	519	620	22725	33753

The New York Crockery and Glass District.

ALL the lamp showrooms are displaying pretty illuminating devices this season. The new designs are very numerous and original. Never before has such a variety been sprung upon the market at one time. The public will certainly have an excellent choice when the goods finally get in the stores.

Cox & Lafferty are making a hit with the "Nucut" glassware made by the Imperial Glass Co. This glass is very strong, exceptionally brilliant, and has real merit. The policy of the Imperial is quality, and the excellence of "Nucut" glassware clearly shows their policy.

The Consolidated Lamp and Glass Co have sent to their New York showrooms some excellent new designs in electric portables. One has a decided Oriental aspect—in fact, one might almost call it Turkish, a kind of cartwheel decoration being so treated that it has the effect of a crescent. Then, too, the colors—rich red for groundwork, and the design worked up in yellow and green with an occasional touch of blue—give it an Eastern touch that is at once attractive and striking.

Only one complaint is being made by A. L. Minch, of Granville, N. Y.—that he cannot get deliveries quick enough. When placing orders in the city last week prompt delivery was his most urgent point.

The Crescent Cut Glass Co., with New York headquarters at 19 Park Place, have just brought out a very pretty little electrolier. The cutting is on the floral, order rather tending to the conventional. The spray of leaves is very gracefnlly arranged and the blossom is well executed. The conception of the design is such that it cannot fail to please those looking for dainty articles. The decoration on the base is carried out along the same line. This is only one of the fascinating specialties that the company turn out. Vases of more than ordinary merit, and water, wine and whiskey jugs in great variety are here, while their colognes, jewel boxes and oils are worthy of buyers' consideration from the standpoint of price as well as quality. O. J. O'Donnell, the New York representative, will be glad to show his samples to all callers.

The strike in Liverpool hit some of the importers pretty hard. Samples due here in the middle of August are only just coming in. Those who were fortunate enough to order shipments before the trouble are congratulating themselves.

To use its own expression, the New York branch of the Pittsburgh Lamp, Brass and Glass Co. has received a bunch of new gas and electric ceiling lights and portables; also oil lamps for parlor, library and hall use. The portables have respectively art glass panel shades, decorated and etched glass domes, and overlaid metal effects. The ceiling lights include many pretty shower effects and a variety of bent glass domes of unique design. The oil lamps comprise a vast assortment of new decorations and shapes.

William Guerin & Co. opened at their New York office this week a large line of new hotel goods in a variety of patterns which include, besides monograms and crests, some very pretty border designs, encrusted gold patterns and other gold effects, together with many line borders, sprays, etc. It is the best line they have ever shown.

Benj. H. Lebenson, formerly Eastern representative for C. B. & J. Warner, is now with O. J. O'Donnell, 19 Park Place.

A new office has been opened by the Jefferson Glass Co. at 105 West Fortieth street to display its illuminating glassware. E. E. Trimble, formerly with the General Electric Co., is in charge, and has as his assistant Ulysses Skelton. Fred Skelton relinquished this line on account of his many duties, but

still retains the Jefferson tableware and specialties. He is an enthusiast regarding "Luceo," and expects Mr. Trimble to make a huge success of it. For department stores and general lighting purposes he says it has no equal.

Charles Vogt, treasurer of Vogt & Dose, is due to arrive in New York on Saturday. He has been spending the summer with his father in France.

Now that his showrooms are all completed in their arrangements, O. J. O'Donnell will welcome both local and out-of-town buyers most cordially. His samples present an alluring appearanse. The cut glass shows to its best advantage, while the hammered brass and copper goods give a rich tone to his rooms. The silver deposit ware lends an air of refinement, and his dinnerware and china specialties show that he is looking after the utilitarian end of things as well.

The exhibitors at Madison Square Garden did not corral all the orders from those who visited it during the Show week. Thomas H. Tiddy, Mt. Carmel, Pa., who spent quite a little time there, was busy placing orders in the District last week.

The Central Glass Works have just sent to A. P. Doctor. their New York representative, a new goblet that should be popular and have a good run among those doing business with particular customers. It is of fine blown glass with an optic effect, low footed, with the bowl like a tulip that is partially closed. The general effect is very graceful.

E F. Anderson is back at his desk at Geo. F. Bassett & Co.'s after a short vacation in Maine.

The "Singapore" pattern from Wilkinson's, shown by Robert Slimmon & Co., has met with instantaneous success. Everybody who has seen it has liked it, and as a proof of their liking have made purchases. Another successful pattern consists of a Greek border with a festoon attachment, and this also, together with one in Persian effects, has been bought by nearly every visitor to their showrooms.

TO FILE LIMOGES REPORT SOON.

IT was reported yesterday that the federal commission appointed by the Treasury Department to delve into the cost of production and other details of the manufactnre of Limoges china may be able to file its report with Secretary MacVeagh some time next month.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of June, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain	$211,721	$205,217
Austria	70,603	54,918
France	160,517	129,7 8
Germany	416,716	428,418
Japan	79,235	102,651
Other Countries	84,763	40,256
Other Europe		
Total	$873,555	$961 193

FOR TWELVE MONTHS ENDING JUNE.

	1909	1910	1911
Great Britain	$2,406 718	$2,777,571	$2,708,338
Austria	855 842	827,356	706,345
France	1,684,541	1,797,504	1,800,537
Germany	3,537,920	4,018,561	4,662,604
Japan	1,083,785	1 257,197	1,245,613
Other Countries	250,272	842,967	388,233
Other Europe			
Total	$9,809,028	$11,021,1 6	$11,411,065

TOYS

	1910	1911
Germany	$558,703	$726,145
Other Countries	52,991	87,788
Total	$611 697	$813,933

FOR TWELVE MONTHS ENDING JUNE.

	1909	1910	1911
Germany	$4,408,745	$5,908,092	$7,078,980
OtherCountries	460,352	677,689	885,885
Total	$4,869,097	$6,535,781	$7,964,835

GLASSWARE.

JUNE		FOR TWELVE MONTHS ENDING JUNE		
1910	1911	1909	1910	1911
$626,710	$505,984	$5,262,190	$6,558,764	$6,881,891

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JUNE		FOR TWELVE MONTHS ENDING JUNE		
1910	1911	1909	1910	1911
$57,035	$77,778	$689,837	$822,094	$750,945

AT BOSTON.

A MOST prominent personality in the glass business of New England is Murt S. Wallace, manager of the United States Glass Co.'s headquarters here Mr. Wallace has been identified with this company for twenty years, starting in the general offices at Pittsburgh as office boy. After two years in that position he was promoted to the shipping department, remaining there one year. His selling career now began, and he was transferred to the Chicago sales office, traveling from there for two years. Mr Wallace then returned to Pittsburgh and was given the Middle and Northwest territory to cover. In October, 1900, he came to Boston, and in another month will have completed eleven years here. The warerooms of the Unitod States Glass Co. here are regarded as the largest and best of their kind in the six States. Ten thousand individual pieces are on display all the time. This extensive array is a monument to Mr. Wallace's efforts, as when he first came here they had small quarters at 146 Franklin Street, now torn down. They removed to 144 Congress Street, and four years ago the volume of business demanded the present spot. Mr. Wallace has full charge of the New England field, and his efforts to please the buying fraternity have won unstinted praise. His experience and training admirably fit him to care for the wants of a discriminating trade. He does not belong to any recreative or social club, but smilingly remarks: "My hobby is selling goods."



MURT S. WALLACE

L. E. MacKinnon is successor to R. E. Phillips, formerly working from the Boston office of S. A. Weller. Mr. MacKinnon, who has been looking after Weller interests in the West, assumed his new duties September 5, and will work under the direction of Paul M. Phillips, manager. R. E. Phillips is now with A. H. Heisey & Co. and is covering the Middle West.

E. N. Randall, dealer of St. Johnsbury, Vt., was here purchasing holiday stock this week.

Wm. R. Amidon, foreign buyer for Mitchell, Woodbury Co., left this week for a three months tour of the important china centres of Europe. Clifford Myers, traveler in Ohio and Indiana, is here selecting fall samples. Warren Merrill has returned from a vacation at Onset Arthur M, Howe, on the hotel end, is at Wolfeboro, N. H., communing with the "joys."

Walter Lewis, of L. Lewis & Co., New London, Conn., was a welcome vistor this week.

Windsor M. Cobb, manager uptown branch of Bigelow, Kennard & Co., departs in Ootober for San Francisco, where he assumes charge of Treat & Eacret's silverware department. Mr. Cobb has been with Bigelow, Kennard & Co. for eighteen years.

George L. Emerson, china and glass merchant at 420 Boylston street, has opened a branch at Oak Bluffs, Mass.

Ed. E. Wilgus, for the Buffalo Pottery, Paul M. Phillips, for S. A. Weller, and Geo. M Granville, for A. H. Heisey & Co., toured the large cities of Maine last week and report a good business.

Traveling men in town: Ray Fiske, Consolidated Lamp and Glass Co., Coraopolis, Pa.; Val Bergen, of Bergen Cut Glass Co., Meriden, Conn.

Visiting buyers: Oscar Davis, with the J R. Libby Co., Portland, Maine; William Cummings, with David Harley Co., Pawtucket, R. I.; James Leary, with J. Samuels & Bro., Providence, R. I.; Geo. Thibodeau, New Bedford Dry Goods Co.; Mr. Illsley, with Barnard, Sumner & Putnam, Worcester

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A Deisroth, of P Deisroth & Sons, hf, Hazelton, Pa, 41 Union square.

A Hutter, with Wise Smith & Co, s, Hartford. 70 Franklin.

Miss K Heary, with Sisson Bros-Welden Co, c, Binghamton, N Y. Imperial.

A C Hislop, with Porteous, Mitchell & Braun Co, hf, Portland, Me. 55 White.

F J Stanley, with Porteous & Mitchell Co, t, Norwich. 55 White.

J Gardner, with Dives, Pomeroy & Stewart, hf, Pottsville, Pa. 2 Walker.

Mr Martin, with Callendar, McAuslan & Troup Co, hf, Providence. 2 Walker.

Mr Harrington, of Whiteside Bakery Co, c, Louisville, Ky.

E W Wolf, c, Niagara Falls. Grand Union.

D Rosenbaum, of D & J Rosenbaun, c, Anderson, Ind.

Miss Molly Eisenhauer, with J Eisenhauer, c, Frederick, Md.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, SEPT. 7, 1911.

THE YEAR'S IMPORTS.

WE are just in receipt of the Government reports of the imports of crockery for the twelve months ending June 30 In spite of the reported dull times, we have used $400,000 worth more ware from abroad than in the corresponding time last year. Great Britain shows a falling off of $169,238; Germany a gain of over $600,000; France stands about even, being only $3,000 less than last year. Japan is about the same, and there is a slight increase from other countries. The total figures for 1911 are $11,411,665; for 1910, $11,021,126; for 1909, $9,809,028. As will be noticed, the gain over 1909 is considerable.

DEVELOPING BUSINESS.

THE good salesman is more than a seller of goods. He is a developer of trade. When, where and what to sell are questions that receive his most careful thought.

There are many men now employed in the selling of goods who let their firms do the thinking for them. They may "make good" when sent to cover new territory, but it is because the firm does the mental part in determining how the goods will be received there.

The real salesman studies his market, and when necessary suggests certain changes in the goods to appeal to his trade. These, after he convinces his firm that his ideas are sound, will undoubtedly be made, as this type of man does not waste time with a concern that refuses to extend all possible aid in selling goods.

The mere "salesman," will cover his territory time after time and will suggest nothing. As long as his earnings average a certain figure he is satisfied. Such a man is a positive loss to his employer. The reason is obvious. Suppose a rival concern engages a "live wire" to cover the same territory. It would simply be a matter of time before the competitive concern would not only have the cream of the trade, but would open up new accounts of which the other firm never dreamed.

The best thing a salesman who is drifting along in a careless fashion can do is to "find himself" as quickly as possible, and resolve on a record trip when he again packs his trunks for the road.

PERSONAL.

ATTENDING country fairs and trotting meets is a most pleasant way to spend a week. Admiring the large pumpkins and tomatoes, prodding fat pigs with his cane, criticizing the points in dogs. and laying odds on his favorite trotter—all this has been the lot of L. D. Hatton during the past week. We explained a few weeks ago that Mr. Hatton was no piker. Anyone seeing him driving down the pike behind one of the winning horses at a 2:06¼ gait would have said that our explanation was unnecessary. Buttermilk, watercress fresh from the stream and mushrooms picked straight from the meadows comprised Friend Hatton's chief diet while in the neighborhood of Flemington, N. J.

W. Godfrey Boyd, Jr., formerly with Fred Skelton, 32 Park Place, is now consulting electrical engineer for the Haskins Glass Co., Wheeling. W. Va.

A week or more at Ocean Grove, N. J., is the fortunate lot of H. G. Freese. He went there on Saturday and will not return until next week.

G. H. Woodward, who represents S. A. Weller in New York, spent Labor Day at Buffalo, where he went to visit his aged mother.

Victor G. Wicke, of the Imperial Glass Co., Bellaire, O., who was at Buffalo attending the Five and Ten Cents Men's Convention, slipped into New York over Labor Day, returning home Monday night.

J. Heller, Newark, N. J, was in the city last week with his handsome daughter making a tour of

the District. Their mission was particularly to buy lamps and toys.

⚜

W. E. Lynch, of W. E. Lynch & Co., Edgefield, S. C, said when in the city last week that prospects were excellent in his section.

⚜

To buy a general line of goods to stock up their department store was the mission of Dan Rothschild, of Rothschild Bros., Ithaca, N. Y, and his able asssistant, Wallace Irwin, last week.

⚜

Miss Callahan, niece of J. J. Niland, Meriden, Conn., came to the city last week to confer with some of the business acquaintances of the J J. Niland Co, in which firm she is quite an important factor.

⚜

The heavy rains that fell last week are expected to increase the value of the tobacco crop in the vicinity of Mt. Sterling, Ky., and consequently help business a great deal there. H. G. Enoch, who hails from that place, and has recently been in the crockery district placing orders, is looking forward on this account to a very busy fall trade.

⚜

The many friends here of A. C. Richter, Laredo, Tex, were very glad to be able to greet him in the flesh last week. They expressed much satisfaction that so fine a specimen of the genus homo escaped the Greaser bullets that came across the border during the recent disturbances.

⚜

A contract having just been awarded to Gerber & Rau, of Lakewood, N. J., to furnish a new hotel there, Mr. Rau in placing his orders here for that purpose made it a condition that goods must be promptly delivered.

⚜

A fine summer season in the Catskill region was reported by Mr. Gregory, of Gregory & Barnes, Kingston, N. Y., on his visit to this city last week.

⚜

A record of thirty-three years as a visitor to the District and buyer of glass, china, lamps, etc., is one to be proud of. Yet Mr. Young, with A. B. Stockholm & Co., Poughkeepsie, does not talk much of it.

⚜

Asbury Park seems to have an attraction for the crockery and glass trade. Several prominent people in the lines have made it their home this summer, and on Monday the boardwalk was enlivened by the presence of H R. Churchill, Charles Streiff, Walter S. Knowles, A. J. Fondeville and Harry Freese. Some of them called on Colonel John W. Aymar, president of the carnival commission. The colonel, who is better known in the trade as "Carload Aymar," certainly made good in managing this remarkable carnival. It took a crockery man to do more for the Park and at less expense than has ever been done before. He was clearly the right man in the right place, and is receiving many congratulations upon the success of the festivities there this year.

⚜

Now that Birmingham, Ala., has turned 'wet," a man may take a drink like a gentleman, says W. T. Giles, representing Loveman, Joseph & Loeb of that city There is no necessity to sneak around a corner like a thief in the night to get a libation. This has had a very beneficial effect on his business. So great a demand has been made for bar glassware that he found it necessary to make a special trip to New York to lay in a large stock.

⚜

Harry Rubin, of Rosenthal & Rubin, Binghampton, N. Y, has been much in evidence in the District during the last week or so. Mr. Rubin spent quite a little time at the Household Show, but evidently did not think enough of it to place all his orders there, as the downtown salesmen have been recipients of much business from him.

⚜

Walter J. Straub, with Bawo & Dotter, has started on a trip through New England which will last until late in November or the beginning of December.

AT ST. LOUIS.

FOLLOWING a week of enthusiasm during the "Made in St. Louis" show, Mound City merchants experienced a week of gratitude. A number of crockery and glass buyers are still away on their vacations but most of them are scheduled to return during the first half of September, when it is calculated purchasing for the fall trade will be materially stimulated.

B. McManus, buyer for Scruggs-Vandervoort & Barney D. G. Co.'s housefurnishing department, has returned from New York, where he attended the National Household Show.

A. Schuchat, china and glass buyer in the "Famous," has returned from a buying trip to Chicago.

Among the few traveling salesmen who recently graced our city were Chas. Cassel, representing A. H. Heisey & Co., Newark, O.; Quigley S. Hamilton, of the Tarentum (Pa.) Glass Co.; David Fisher, of the New Martinsville, (W.Va.) Glass Mfg. Co.; E.J. Minnemeyer, Jr, of the Westmoreland Specialty Co.; O. L. Sutherland, representing Geo. F. Bassett & Co., New York.

A MODEL ESTABLISHMENT.

NOW that it is completely installed in its new quarters in the big building at Canal and Delta streets, New Orleans, the United China and Glass Co. has one of the most complete, commodions and up-to-date establishments in the wholesale china and glass business of the entire South.

Everything about the place is of the most mod ern and advantageous arrangement, and all of the equipment is first-class in every respect, from the freight elevators and great fire-proof doors that divide the differentsections of the building, to the magnificent office fixtures and huge steel vault. The entire building is well lighted and splendidly ventilated, and is fitted with sanitary plumbing of the finest quality as well as with an automatic overhead sprinkling system.

On the first floor, opening on the Canal street side, is the large sample room. It is 55 by 120 feet, and is filled in every nook and corner with handsome counters and show cases ladened with samples of everything from the finest imported china and cut glass to the lowest priced domestic lines. There are also long lines of samples of earthenware and a world of sample lamps, from the simple hand-lamp to the costly standing illuminator of exquisite design and workmanship. At the Canal street end of this floor are located the offices of the company, where the large force of office employes enjoy one of the best lighted and most comfortable places for their work to be found. On the river side of the sample room, divided from it by a brick wall and fire proof doors, is the shipping and receiving department, 55 by 120 in size.

The second floor of the building is devoted to "open stock," and to the packing rooms. In this department are about 1500 large bins in which the "open stock" is kept, and from which small orders, or odd lots, are delivered or shipped. About 4000 square feet of space are taken up with the packing room, where every facility is found for the expeditious and safe packing of goods, and a force of expert packers is constantly employed.

The third floor, 110 by 120 feet, is utilized entirely for goods kept in original packages. It serves practically for a huge warehouse, although the firm has besides this a government warehouse, which is utilized for bonded goods, of which a large amount is constantly on hand, as the comprny does all of its own importing.



UNITED CHINA AND GLASS CO , NEW ORLEANS, LA.

WHY MONDAY IS BLUE.

AT last we have a scientific explanation of "Blue Monday." The phenomenon is said by a French physician to be due to "psychomotor inertia following the Sunday rest." If we are disinclined to go to work on Monday morning it is not because we have the common or garden variety of laziness, but because we are affected by phychomotor inertia, which renders it difficult to set our faculties in motion after a rest of thirty-six hours.

Inertia being that property of matter by virtue of which a body in motion tends to remain in motion, and in a straight line, and a body at rest tends to remain at rest until acted upon by some outside force, psychomotor inertia is probably the analogous property of mind. So, if we find it harder to resume work on Monday morning than on other mornings the reason lies in a law of nature, not in individual laziness. And we are no more to blame for the Monday dullness than was the woman who, when reproached for having neglected to atttend some church committee work, replied: "Well, I forgot it; so you can't blame me."

The French physician declares that as the result of his investigations he has found that a workman's efficiency is at its height on Tuesday and then gradually declines through the remainder of the week to a minimum on Monday. If that is true, there ought to be more than one Tuesday in the week, just as Alice found there was in Wonderland.



TWO OF SEVEN ROOMS IN THE ESTABLISHMENT OF VOLLMER-JANTZEN CO., LOS ANGELES, CAL.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The demand for light cut blown and stem ware this year is exceeding that of former seasons. These goods are replacing many etched patterns which in the past proved to be the best sellers. Every blown factory in the district is working to the limit.

General lines are moving nicely with the United States Glass Co , while the shipments of their new patent collar lamps continue to increase.

As was to be expected, the Oriental Glass Co. is maintaining its usual working exhibit at the Pittsburgh Exposition, which opened Aug. 20 and will continue until October 24. The firm has had the same stand there for over a decade.

Buyers for the Union Supply Co. have started to come into the Pittsburgh market to make their fall purchases of glass, lamps and pottery stocks There are nearly seventy-five on the list, and it has been keeping a number of the resident glass representatives on the jump. Buyers for the Valley Supply and Federal Supply Co. are also due in the district.

After being idle several months, operations have been resumed at the plant of the Fidelity Glass Co , Tarentum, Pa. It is said the concern has suficient orders on hand and in sight to operate to capacity throughout the fall and winter season.

Pete Brady, the well known glass salesman, is making his usual fall trip for the Monongah Glass Co.

The Lancaster Glass Co. is showing a number of new effects in decorated lamp chimneys this season; also several plain patterns. The chimney line is in addition to their table and specialty lines

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At the office of the American Flint and Lime Glass Manufacturers' Association it was given out that the J. J. Murray & Co., of Philadelphia, Pa., manufacturers of gas and electric glass goods, had withdrawn from the association. It was also said that the employes of the company were seeking employment elsewhere. Whether or not the company was going out of business could not be learned here.

William Patterson, manager of the sales department of the Star Glass Co., Star City, W. Va., was at the Monongahela House a few days ago, having recently returned from an extended western trip. "We have made a number of improvements at the factory and are planning to increase our lines at an early date," he said.

The Ripley Glass Co. is showing a new punch bowl set which is meeting with favor. It is a heavy figured pattern, and is being sold at a popular price.

The Phillip Semmer Co., manufacturers of domes, shades, portables and electroliers, is re organizing, and over $10,000 prefered eight per cent. stock is being placed on the market The plan of the company is to increase production and later place a new line of goods on the market.

Mr. Giles, buyer for Loveman, Joseph & Loeb, Birmingham, Ala., was in the district during the past few days buying glass for immediate delivery.

The Board of Directors of the United States Glass Co. have elected J. A. Knox president, Marion G. Bryce, vice-president; Ernest Nickel, secretary-treasurer; Harvey Wilson, assistant ditto.; William M. Anderson manager of factories.

A. J. Smith, president of the McKee Glass Co., was in the district a few days ago. He reported business at the factory excellent, and that work on new lines for next year was progressing most favorably.

Harry C. Whitney, the well known glass salesman spent several days in the district during the last week, being located at the Henry.

It is said that plans are being worked out for the location of a glass factory at Sebring, O., wherein both blown and pressed ware will be made.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for the week ending September 5, 1911.

ANTWERP

236 packages glassware ..... B Gunthel
4 " " ..... A Berger & Co
3 " " ..... C J Dierckx & Co
9 " " ..... Fensterer & Ruhe
1,078 " " ..... Miscellaneous Orders
141 " earthenware ..... L Straus & Sons
8 " " ..... Frank & DeKeyser
88 " " ..... G F Bassett & Co
84 " " ..... Koscherak Bros
2 " " ..... L D Bloch & Co
310 " " ..... Geo Borgfeldt & Co
1 " " ..... Graham & Zenger
1 " " ..... Knauth, Nachod & Kuhne
48 " " ..... Miscellaneous Orders
21 " chinaware ..... Vogt & Dose
11 " " ..... Strobel & Wilken Co
6 " " ..... Miscellaneous Orders
429 " toys ..... B Illfelder & Co
72 " " ..... G W Travers
238 " " ..... F W Woolworth
28 " " ..... L H Mace & Co
242 " " ..... C B R uss
7 " " ..... A Steinhardt & Bro
263 " " ..... Strobel & Wilken Co
570 " " ..... Miscellaneous Orders

BREMEN

8 packages glassware ..... L Straus & Sons
12 " " ..... A Steinhardt & Bro
41 " " ..... J H Venon
83 " " ..... Samstag & Hilder Bros
3 " " ..... Knauth, Nachod & Kuhne
236 " " ..... Eimer & Amend
194 " " ..... Miscellaneous Orders
64 " earthenware ..... Knauth, Nachod & Kuhne
2 " " ..... Bawo & Dotter
185 " " ..... Geo Borgfeldt & Co
28 " " ..... L Straus & Sons
41 " " ..... O Goetz
26 " " ..... Karl Hutter
94 " " ..... Miscellaneous Orders
28 " chinaware ..... Strobel & Wilken Co
143 " toys ..... Geo Borgfeldt & Co
21 " " ..... Bawo & Dotter
29 " " ..... A Steinhardt & Bros
17 " " ..... F A O Schwartz
76 " " ..... C B Rouss
181 " " ..... Strobel & Wilken Co
324 " " ..... Miscellaneous Orders

BORDEAUX

28 packages chinaware ..... Wm Guerin & Co
307 " " ..... Haviland & Co
5 " " ..... Fondeville & Van Iderstine
9 " " ..... Bawo & Dotter
29 " " ..... H R Churchill
64 " " ..... Herman C Kupper
54 " " ..... Miscellaneous Orders

COPENHAGEN

81 packages glassware ..... Fensterer & Ruhe
9 " " ..... C B Rouss
5 " " ..... Bawo & Dotter
5 " " ..... Miscellaneous Orders
12 " chinaware ..... Bawo & Dotter
13 " " ..... Royal Copenhagen Porcelain Co
689 " toys ..... Geo Borgfeldt & Co
96 " " ..... Miscellaneous Orders

GLASGOW

15 packages glassware ..... H A Rogers & Co

GENOA

4 packages earthenware ..... Bawo & Dotter

HAMBURG

64 packages glassware ..... Fenesterer & Ruhe
16 " " ..... O Goetz
60 " " ..... Brown Bros
10 " " ..... O O Friedlander
708 " " ..... W R Noe & Sons
4 " " ..... Koscherak Bros
6 " " ..... Herman C Kupper
19 " " ..... Lazarus & Rosenfeld
13 " " ..... Samstag & Hilder Bros
357 " " ..... Miscellaneous Orders
65 " earthenware ..... Bawo & Dotter
416 " " ..... Geo Borgfeldt & Co
8 " " ..... J Palme
8 " " ..... N Wapler
78 " " ..... L Straus & Sons
18 " " ..... L D Bloch & Co
378 " " ..... Miscellaneous Orders
12 " chinaware ..... Strobel & Wilken Co
70 " toys ..... B Illfelder
5 " " ..... G W Travers
23 " " ..... Samstag & Hilder Bros
28 " " ..... Knauth, Nachod & Kuhne
116 " " ..... Strobel & Wilken Co
416 " " ..... Miscellaneous Orders

FIUME

67 packages glassware ..... L Straus & Sons
65 " " ..... F W Woolworth

LIMOGES

82 packages chinaware ..... Theodore Haviland & Co

LONDON

5 packages earthenware ..... W S Pitcairn
17 " toys ..... Strobel & Wilken Co

ROTTERDAM

817 packages earthenware ..... Geo Borgfeldt & Co
7 " " ..... F Bing & Co
6 " " ..... L D Bloch & Co
104 " " ..... Bawo & Dotter
92 " " ..... Lazarus & Rosenfeld
219 " " ..... Miscellaneous Orders
40 " glassware ..... Graham & Zenger
1 " " ..... Miscellaneous Orders
351 " toys ..... B Illfelder & Co
38 " " ..... F A O Schwartz
218 " " ..... Samstag & Hilder Bros
135 " " ..... Bawo & Dotter
91 " " ..... Miscellaneous Orders

SOUTHAMPTON

18 packages chinaware ..... J H Venon
224 " " ..... Haviland & Co
40 " " ..... Herman C Kupper
19 " " ..... Wm Guerin & Co
10 " " ..... A G Moment
11 " " ..... L D Bloch & Co
6 " " ..... F W Jenkins & Co
5 " " ..... Bawo & Dotter
30 " " ..... L Straus & Sons
18 " " ..... C L Dwenger
4 " " ..... Blakeman & Henderson
187 " " ..... Miscellaneous Orders

TRIESTE

484 packages glassware ..... A L Crawford
193 " " ..... Miscellaneous Orders
28 " toys ..... Geo Borgfeldt & Co

IMPORTS AT PORT OF BOSTON.

ROTTERDAM

1 package earthenware ..... Jones, McDuffee & Stratton Co
1 " " ..... L Wolf & Co
16 " " ..... American Express Co
108 " " ..... W F Libby

Among the Potteries
East and West

East Liverpool and Vicinity.

All of the plants of the Homer Laughlin China Co. combined are reported to be running at more than seventy-five per cent. of capacity, while the large 32-kiln plant at Newell is running full. The East End plants are handling a nice lot of business, and ere long all of these are expected to be placed on full time.

* *

H. E. O'Brien, one of the largest pottery premium buyers in the United States, with offices in Chicago, was in the district during the past week, and said that Western trade was showing a decided improvement. Mr. O'Brien represents the Colonial Pottery Co. in the Chicago territory.

* *

Twice within the past year there has been a movement to start a pottery in little Rock, Ark., and men from that place have made three trips here to interest local pottery manufacturers in the deal, but without success. Now letters are being received which make an open bid for pottery manufacturers to go there and locate. At this writing it does not appear that the invitation will be taken seriously.

* *

It is generally believed that the plant of the American China Co., at Toronto, O , will be operated a little later on under the supervision of Receiver W. B. Goucher.

* *

Edward Cook, of this city, has been awarded the contract for the erection of additional kilns at the plant of the Guernsey Earthenware Co., Cambridge, O.

* *

Out of the dozen or more dinnerware patterns submitted by the employees of the Smith-Phillips Co., two have been selected and sent to the "decal" manufacturers. It is possible that still other patterns will be accepted. A handsome bonus is given the designers. This firm is fast working to the point where only exclusive treatments will be used.

* *

C. E. Taylor, representing the Taylor, Smith & Taylor Pottery Co , spent a few days at the home office before he opened at the Ft. Pitt Hotel, Pittsburgh, this week.

* *

That the Great Western Cereal Co. started its large plant at East Akron, O , in full recently was good news to several pottery manufacturers, who have been selling a large volume of scheme ware to this concern.

* *

Will H. Phillips, of the Smith-Phillips China Co., has returned from an automobile trip through Western Pennsylvania and Western New York.

* *

James O'Hanlon, a dish maker at the Standard Pottery, holds an unusual record. He has just started his twenty-fourth year with the company, and during all these years has worked at the same bench. He is the oldest employe of the company in point of service.

* *

"The chances are that we will not engage anyone to take the place of Mr. Royce, who left us to go with the sales department of the Warwick China Co.," said George C. Thompson, of the Thompson Pottery Co.

* *

The new pink underglaze treatment on dinner ware and specialties shown exclusively by the Cartwright Bros. is proving a good thing. It has been on the market only a few weeks, but the demand is great.

Columbus, O.

After traveling over several States and then into Canada for signatures, the deed has been signed whereby the plant of the Bell Pottery Co. here is transferred to the Sanitary Earthenware Specialty Co., of Trenton, N. J The property is now being repaired, and soon a force of about 100 workmen will be placed at the benches.

Macon, Ga.

Work on the new pottery will start about September 15, and the officials of the Akron company, which will move to the new plant, and who are now here superintending its erection, expect to be filling orders by January 1.

AT PITTSBURGH.

THERE has been a decided improvement in retail trade noted in the china and glass departments of all the large stores here. Fact is, reports for August proved a surprise, going ahead of July, and also of August last year. Everybody feels that the dull period is over.

* *

The lines of Edward Miller & Co. were shown at the Seventh Avenue Hotel by T. R. Barnes. A number of new effects were displayed.

* *

Joseph Davis, representing the Smith—Phillips China Co., was at the Ft. Pitt this week with a treatment on the Princess dinner shape that is considered one of the most attractive and costliest American patterns on the market to day.

* *

At the local offices of Bawo & Dotter a new line of Sheffield plated ware has been added, consisting of serving and sandwich trays, ovals and platters of all sizes.

* *

The Bradley & Hubbard lines were shown at the Anderson by A. G. Whitford.

* *

Harry D. Wintringer, president of the Steubenville Pottery Co , spent a day in the district recently, making his headquarters at the local sample room in the Century building. He was rather optimistic concerning fall trade.

* *

Norman C. Walker registered at the Colonial Monday with the lines of Meakin & Ridgway.

* *

The Pittsburgh branch of Kinney & Levan has been a Mecca for out-of-town buyers during the last fortnight, and the result has been good business.

Imported china and fancy goods have been moving nicely, while the specialties and lighting fixtures have been holding their own. A leading feature of the display are the light cut glass lines made at the firm's own factory.

* *

According to report, a new glass jobbing house will be opened in Pittsburgh soon after January 1 with a capital stock of $10,000. The names of those interested in the new move are withheld for the present. The plan is to cater exclusively to the hotel and cafe business, both in glass, hotel china and bar supplies. Lines are now being secured, and it is said the best blown lines in the West will be represented.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

COMMISSION salesmen wanted to carry side line of salable brass novelties. No trouble or expense. Liberal commission. Address L. W Levy & Co., 6 West Twenty-Second St.

SITUATIONS WANTED.

POSITION WANTED—Young lady familiar with cut glass, brass and fancy goods lines. Is stenographer and typewriter and A No. 1 saleslady. Address Box 765, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J J. Chandler, Chief Tariff Bureau, Leetonia, Ohio.

LA PORCELAINE LIMOUSINE

P L
LIMOGES FRANCE

Formerly

M. REDON LIMOGES

M. REDON.

LIMOGES CHINA.

ALFRED G. MOMENT, Agent, 25 W. Broadway, N.Y

A. GREDELUE.



Glassware.
Toilet Ware.
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers.

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT
Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

CROCKERY & GLASS JOURNAL

NEW YORK, SEPT. 14, 1911.

CUT GLASS MEN ORGANIZE.

Sweeping Resolution Against the Use of "Lime Glass Blanks."

LARGE PLANS FOR THE PROTECTION OF THE TRADE UNDER CONSIDERATION.

ON the 17th of August last, upon the invitation of the Libbey Glass Co. and the H. C. Fry Glass Co., representatives of about twenty-five firms engaged in the manufacture of cut glass met at Buffalo, where a temporary association was formed. H D. Carey, of the Laurel Cut Glass Co , was made president; J. E. Marsden, of the Liberty Glass Works, first vice-president; C. H. Taylor, of the Jewel Cut Glass Co., second vice-president; Thomas P. Strittmater treasurer, and A. L. Blackmer secretary. A committee was appointed to draft a constitution and by-laws, and when these were ready to call a meeting in New York City.

On Tuesday of this week the meeting was held in the New Grand Hotel, and there were present or represented by proxy the following firms: Hunt Glass Co., Corning, N. Y.; Sterling Glass Co., Cincinnati; Shotton Cut Glass Works, Brooklyn; Liberty Cut Glass Co., Brooklyn; E. F. Kupfer, Brooklyn; J. H. Herrieldt & Co., Brooklyn; J. J. Niland Co., Meriden; International Cut Glass Co., Meriden; Keystone Cut Glass Co., Hawley, Pa.; Gundy-Clapperton Co., Toronto; Libbey Glass Co , Toledo; H. C. Fry Glass Co., Rochester; Niagara Cut Glass Co., Buffalo; Kelly & Steinman, Deposit, N. Y.; Elmira Glass Cutting Co., Elmira, N. Y.; L. Straus & Sons, N. Y.; Geo. Schneider, Brooklyn; Clinton Cut Glass Co., Aldenville, Pa.; Honesdale-Union City Cut Glass Co., Honesdale, Pa ; C. F. Monroe, Meriden; Enterprise Cut Glass Co , Elmira, N. Y.; Krantz-Smith Co , Honesdale; Liberty Glass Works, Egg Harbor, N. J.; Burley & Tyrrell, Chicago; Luzerne Cut Glass Co., Pittston, Pa.; Unger Bros., Newark, N. J.; Jewel Cut Glass Co., Newark, N. J.; Johnson-Carlston Cut Glass Co., Manayunk, Pa.; J. D. Bergen Co , Meriden; T. B. Clark & Co., Honesdale; Quaker City Cut Glass Co., Philadelphia; Pitkin & Brooks, Chicago; International Cut Glass Co., Buffalo; Wm. Skinner & Son, Hammonton, N. J.; American Cut Class Co., Lansing, Mich.; Wright-Rich Cut Glass Co., Anderson, Ind ; Wayne Cut Glass Co,, Towanda, Pa.; Central Cut Glass Co , Chicago; McKenna Cut Glass Co., Honesdale; J. Hoare Co., Corning; Irving Bros., Honesdale; Buffalo Cut Glass Co., Batavia, N. Y.. Crescent Cut Glass Co., Newark, N. J.; Empire Cut Glass Co., Flemington, N. J.; A. L. Blackmer Cut Glass Co , New Bedford, Mass.; Laurel Cut Glass Co., Jermyn, Pa., Koch Cut Glass Co , Chicago.

The object of the associat on, as stated in the constitution and by-laws, is to protect, promote and further trade, and advance the interests generally of manufacturers or corporations cutting glass.

Formal organization was entered upon, and the same officers who were elected at the preliminary meeting held in Buffalo were re-elected to serve until January 1, 1913.

A board of directors was elected, as follows: E. J. Koch, Chicago, G. L. R. Masters, Newark, N. J.; W. E. Corcoran, Flemington, N. J.; William Sells, Honesdale, Pa.; Thomas Shotton, Brooklyn,; W. C. Anderson, Lansing, Mich.; O. S. Atterholt, Pittston, Pa.; W. J. Ford, Chicago; R. W. Murphy, Hawley, Pa.; H. S. Hunt, Corning, N. Y.

Besides this an executive committee was formed, consisting of the officers and two members from the board of directors, namely, Thomas Shotton and Wm. Sells.

It was voted that the name of the association should be The National Association of Cut Glass Manufacturers, and it was stated that any firm or corporation in good standing, cutting glass, was eligible to membership, the dues being fixed at $50 per annum.

The morning session of the meeting, which began at 10 o'clock, lasted until 12:30. After luncheon the meeting reconvened and lasted until a late hour.

Matters of importance to all branches of the business were touched upon; but the real business of the day was the adoption of the constitution and by-laws and a resolution to the effect that no member o the association shonld use or encourage the use of the so called "lime glass blanks," and another resolution which bound every member of the association to adhere strictly to the terms on which goods should be sold—that is, the discount should be two per cent off

thirty days, net sixty days. A third resolution was to the effect that members should charge invariably for packages at the rate of fifty cents for barrels and twenty-five cents for boxes.

The meeting was most harmonious all the way through. There was a unanimity of purpose and an evident desire to carry out the objects for which the association was formed. Every member pledged himself to do all that he could, and to assist in obtaining other members, for it is the desire of all those who have entered into this organization that every firm in good standing engaged in the manufacture of cut glass shall become identified with this movement.

Large plans for the future are in embryo, and if the intentions as outlined are carried out the members believe there is no question but that much good will come of it. The date of the next meeting has not yet been determined upon, but according to the by-laws the president can call them together at any time.

ON THE PACIFIC COAST.

THE new display rooms on the second floor of Gump's Post street store are now almost completed. The section devoted to oriental goods is well arranged and large, these lines having been given more space than any of the other stock. This part is divided into a number of rooms separated by walls of Chinese paper and dark woodwork, each room being devoted to not more than one or two different lines. The picture gallery occupies two or three well-lighted rooms in the rear of the building, one of these being given to the framed and unframed pictures. A long room across the front of the second story is fitted up with handsome furniture, drapery and ornaments, all in Louis XV. style. The marble and lamp rooms, where a dim light is desirable, are in the center of the building opening on the gallery.

Dorn's Ceramic Supply Co., Powell street, was awaded the gold medal and several first prizes for the best display and the best work shown at the Sacramento Fair, which closed last week.

Emil Rusch, traveling representative of several well known lines of artists' materials, was among the visitors to the San Francisco trade last week.

F. Dohrmann, Sr., of the Dohrmann Commercial Co., is now in San Diego, and expects to go from there to Los Angeles and other southern points, returning to San Francisco about the first of October.

A. L. Conger, of Conger, McLean & Co., left this week for Los Angeles to look after the Westmoreland Specialty Co's lines. Mr. Conger is also interested in the forming of a new company in Los Angeles which will be known as the Southern California Crockery and Glassware Co. This concern will handle a large number of Eastern lines.

Owing to the illness of A. L. Smith, who is to have charge of the Seattle office of the San Francisco Crockery and Glassware Co., the opening of this new branch has been delayed.

Mr. Kidd, of Marsh & Kidd, Mission street, is making a short trip to Stockton, Sacramento and adjoining territory. He is expected back at the local office early next week.

F. M. Dunn, of the United States Glass Co.'s local salesrooms, has just returned from quite an extended aud a very successful trip through the Northwest. He says that he is now doing an exceptionally good business with cut lines for the holiday trade, and that the several new patterns just received from the factory are meeting with much favor, particularly a daisy design in rock crystal effect. The company's new line of glass lamps which have the brass collar of the burner socket molded in with the glass instead of being put on with plaster or cement, as formerly, are also having a good demand wherever shown. Mr. Dunn leaves in a few days for a short trip to Sacramento and neighboring territory.

Mr. Gute, local representative of Manning, Bowman & Co., has just returned from a very successful business trip to Los Angeles.

The Schloss Crockery Company has just closed a very successful exhibit of the Golden State Mason fruit jars at the Annual Industrial Fair in the Auditorium in this city and is now demonstrating these jars at San Jose and Stockton. Mr. Schloss says that all through the coast this fall there is a heavier demand for fruit jars than has been known before. He leaves the first of October for the East, where he will take personal charge of the 1912 selling campaign.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Aug. 27,'11	Corresponding period 1910	Exports Jan. 1 to Aug. 27,'11	Corresponding period 1910
Boston	466	444	5419	5176
New York	567	985	4870	5450
Baltimore	727	1157	7443	10082
Philadelphia	200	506	3031	4250
New Orleans	64	167	659	1619
Newport News	17	28	43	183
San Francisco	....	....	242	
Portland (Me.)	....	....	545	1029
Galveston	188	252	731	997
Portland (Or.)	....		....	....
Inland Points	2	65	879	1430
Total	2231	3604	23862	30216

The New York Crockery and Glass District.

THIS week will see the unpacking of many new lines of samples that have been selected by the agents who have recently returned from their trips abroad. Such an assortment of new things has seldom been laid out for the inspection of buyers. The domestic potters and glass manufacturers have also prepared beautiful and original designs. Each year the product of the American factories is improved from both an artistic and utilitarian standpoint, and this year it has certainly reached high-water mark.

Cox & Lafferty have received from the Imperial Glass Co. a new bowl in the "Nucut" glassware. It is 8 in. size and is hard to tell from the real cut glass article. Buyers are all fooled until they pick it up. The new goods in iridescent glassware are fine and meeting with success, as they are all made in staple, useful articles; no small pieces with frills simply ornamental are made by the Imperial. Experience has taught them that iridescent glass sells. When offered in the right goods reorders always follow. This ware is made in four colors: "Helios," "Rubigold," "Old Gold" and "Azur."

Another line of brassware from a Philadelphia concern is about to be launched on the market. Charles Postley, formerly salesman for Leo. Schlessinger's concern, has secured the agency, and is looking for quarters to make his display.

Robert Slimmon & Co. are achieving great success with Bourne & Leigh's new line. The "Chelsea" shape, with hand enameled, print and color decorations, has met with instant approbation at the hands of dealers. The "Kioto" in flow blue proved a winner from the start. There are very many other attractive patterns, a particularly dainty one having a narrow border print with brush lines. The old Blue Willow pattern is always a seller, and the demand this year is in excess of several seasons. The line all the way through is the most attractive this pottery has ever turned out.

In order to more thoroughly cover the metropolitan district William Warrin has engaged E. Lucas to call on the trade in his interest.

A. C. Dorner, 25 West Broadway, has received a complete line of samples from the D. E. Nicol Pottery Co., comprising an almost endless assortment of dinnerware of excellent designs and patterns, specialties in salad bowls, plaques, jugs, toilet sets, yellow and Rockingham, etc. Mr. Dorner anticipates a big business, and the D. E. McNicol Pottery Co. will back him up in his progressive campaign.

The Lancaster Glass Co. have arranged with William Demorest to represent them in New York.

The Crown Novelty Co., 46 West Broadway, have a most attractive article in the "Minerva Baby Lamp"—a figure of Minerva supporting the ground glass globe. The decorations are well executed and artistically colored. One has a thistle for its motif, another the twining morning-glory, a third the holly with its berries. This line is extraordinarily cheap, and should prove a drawing card in anyone's lamp department. Mr. Sipser, the New York representative will furnish electros to all firms buying his lamps who wish to advertise it in their local newspapers.

While alterations are being made to the West Broadway entrance of his showroom, William D. Finke has temporary offices at 55 Park place.

One of the best lines of goods to arrive from abroad lately is shown by E. R. Thieler. Villeroy & Boch have sent to him from their Mettlach factory a complete set of samples of vases, plaques and jardinieres on the order of the old Faenza decoration. In fact, some of the pieces are replicas of the old

ware. Another new line of steins has also arrived, adding to their already wonderful assortment of this specialty. This line is entirely different from anything that has ever been shown in stein decoration. The subjects are all treated in shadow or black silhouette, and are most original in conception. New bouillon sets in old Yorkshire ware, milk sets, candlesticks and punch bowls are also among the new samples set out for inspection.

W. J. Kennedy having left the employ of A. A. Bean, there is an opening for someone with a salesman's ability and some knowledge of typewriting and stenography.

H. R. Churchill has opened a few of the many new things he expects from Bernardaud & Co., among them a new Greek border with broken lines showing just a delicate touch of color that is exceedingly pleasing. There are some new encrusted gold effects and a variety of color treatments all of which are departures from stereotyped styles.

The Nussbaum Book and Art Co., Norfolk, Va., which handles cut glass and fine china, left orders with many agents in the city the latter end of last week.

Cut glass and children's shoes make the latest sales combination in the District. It is not to be inferred that crockery and glass buyers have added to their arduous duties by taking on the task of buying shoes other than those for their own families, but rather that F. W. Reichenbacher thinks a dollar earned on shoes will buy just as much as though it were commission on cut glass sales.

Geo. S. Brush and E. R. Capewell, of the J. W. McCoy Pottery Co., were in town on Thursday and Friday of last week to consult with their New York representative, William Warrin, 25 West Broadway. Mr. Brush says business is excellent and that the factory is taxed to its utmost.

Maddock & Miller have just received some excellent new patterns of semi porcelain dinnerware from John Maddock & Sons, England. Among them are the Hampton, Belvedere, Arabia, Avon 1804, Allendale, and Oriental. All but the Belvedere are on the "Shirley" shape, the Belvedere being on the new plain "Victory" shape. The Arabia, which they carry in stock, is a peculiarly attractive oriental design in blue, red, yellow and green. Avon 1804, also carried in open stock, has a dainty little flower and a spray of leaves, while the Allendale is a conventional border pattern. The Oriental is a very rich blue conventional design with slight touches of red and green. Both shapes have gold decorated handles. Maddock & Miller carry one of the largest lines of open stock patterns in the District, having over twenty designs for domestic use and five in hotel ware. The body and glaze of the Maddock china is well known to be the equal of any in the market, the wearing qualities of the latter being such that the pattern always remains distinct, owing to the decorating being under the glaze.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J A Hartley and Miss M Reynolds, with Dunn, Taft & Co, hf, Columbus, O. 31 Union square.

H A Koll, with A Hamburger & Sons, hf, Los Angeles. 215 Fourth avenue.

L Neubrick, with Crowley Milner Co, hf, t, Detroit. 684 Broadway.

Jas H Wakelin, of McAuslan & Wakelin, hf Holyoke, Mass. Navarre.

T C Bunch, with Wm Hengerer Co, s, Buffalo. 214 Church.

M Schwarz, with Golden Rule, c, g, t, St Paul. 200 Fifth avenue.

N F Hens, of Hens-Kelly Co, t, Buffalo. 31 Union square.

W H Keese. c, Anderson. S C.

G V Miller, c, Scranton. St Denis.

C L Wheeler, of S N Wheeler & Son, Hancock, N Y. Churchill.

Geo H Guest, with Jordon-Marsh Co, hf, Boston. 31 Union square.

E W Johnson, with J H Bunce Co, hf, Middletown, Conn. 75 Spring.

A Kallman, with England Bros, hf, t, Pittsfield, Mass. 75 Spring.

H E Claus, with Duffy-Powers Co, hf, c, Rochester. 45 East 17th.

BUSINESS BRIEFS.

A new and comprehensive catalogue has just been issued by the McKenna Cut Glass Co., Honesdale, Pa. A copy may be had for the asking.

The Kesner store on Sixth avenue has been delayed a little, and firms that have received orders have been requested to defer shipment until further notice.

The Haskins Glass Co. will display their illuminating glassware at the forthcoming Electrical Show at Madison Square Garden. W. G. Boyd, Jr., the consulting electrical engineer of the company, will be in charge.

The new six-story addition to the Bedford Co's store, Broadway, Brooklyn, which it was hoped would be completed by this time, has been delayed by strikes,

etc., and is now expected to be ready about October 1 L. Kammerer is the buyer of crockery, glass and housefurnishings.

The concern formerly known as the Binley Mfg. Co., now Preston & Binley, 32 Union square, and some half dozen other firms importing Russian goods, Damascus brass, Indian goods, Chinese and Japanese embroideries, Italian art products, Wood carvings, etc., have joined forces in their selling policy.

AT BOSTON.

NEVER before has the JOURNAL man heard such optimistic reports regarding present business and the outlook. Following Labor Day, things took a jump; the district was alive with buyers, and activity reigned. True, the purchasing was more or less cautious, but in the aggregate the volume was pleasing.

Returning salesmen of the district who have visited various sections of New England report a good trade. Notwithstanding this, dealers are certainly doingbusiness with low stocks, and if the retail rush comes as is expected quite a few houses will lose orders because of a dearth of goods.

John Connelly, advertising manager of Jones, McDuffee & Stratton Co., has returned from his vacation at East Gloucester.

E. E. Wilgus, representing the Buffalo Pottery, after cleaning up some good bnsiness in this field, departed Westward.

Mr. Moore, of Moore Bros., Plymouth, Mass., crockery dealers, made his semi-annual visit to Boston last week, and passed out orders a la hand-bill style.

S. T. Lee is to open his "New Idea" 5, 10 and 25-cent department store in New Bedford about October 1. He will have an extensive glass and crockery department.

Geo. W. Beals resorts that the Imperial line of art glass shades with filigree work is selling well here. J.W. Swain has returned from a trip in Western Massachusetts.

F. E. Nelson is to open a 5 and 10 cent store in the Daggett Building, Haverhill, Mass.

While on her vacation, Miss A. Small, assistant to James F. Leary, glass and china buyer for J. Samuels & Bros., Providence, R. I., dropped into greet several trade members.

Cornelius Hall has reopened the tea and coffee store in Odd Fellows Building, North Attleboro, Mass. Stores of this character use a large amount of low-priced crockery and glass for premiums and also for retail trade.

T. J. O'Connell, buyer for A. Stowell & Co., is receiving the congratulations of the trade. His honeymoon was spent on the shores of Sebago Lake, Maine.

Julius I. Baer, of Louis Wolf & Co., is due home next week, following a two weeks' visit to the Chicago trade and a stop-off at New York. Business is given as "excellent" with this house.

S. M. Averill, lamp buyer for Jordan-Marsh Co., returned last week from his vacation, which was spent at his home, Rochester, N. Y.

E. J. Tucker, with Chase & Francis, made his semi-annual extended Rhode Island trip recently with the usual good results.

Buyers in town included Mr. Keller, with Denholn & McKay, Worcester; George Bruorton and F. H. Dunmore, for the Shepard Co., Providence; E. B. McBeth, with E. S. Brown Co., Fall River; Arthur Ellis, with Almy, Bigelow & Washburn, Salem; B. J. Twitchell, with R. A. McWhirr Co., Fall River.

Frank H. Miller, of F. W. Miller & Co., has returned from New York State and Vermont with satisfactory results. Geo. H. Shedd, traveling representative, is back from Western Massachusetts.

Harry B. Hollis is at New Castle, N. H., on a three weeks' vacation.

Geo. A. Reidpath, jeweler, Lynn, is devoting a great deal of energy and space to the promotion of cut glass, and not withstanding this is a "working-man's city" he is meeting with good results.

The United Department Stores have been incorporated at Bridgeport, Conn., with a capital stock of $50,000. It is planned to have a china and glassware department.

OBITUARY.

C. ROBB, a well known glass and pottery salesman, died at his home in Pittsburgh last week, aged sixty-three. He was the father of H. A. Robb, Pittsburgh representative of the Genesee Cut Glass Co. He was also father of Mrs. Laura V. Lake, who several years ago was a stenographer for the Homer Laughlin China Co., East Liverpool. Mr. Robb's last connection was with John Roth & Co., Peoria, Ill. He had at various times sold the lines of the United States Pottery Co., Ohio China Co., Sebring Pottery Co., and Cartwright Bros.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 14, 1911.

A DISCRIMINATING PUBLIC.

THE buying public is getting more discriminating every year. The ordinary purchasers of crockery and glass have learned to know that there are such things as "seconds" and "thirds," and it is impossible to deceive the majority of them. They are also more or less familar with pottery marks. They may mispronounce "Limoges," but they know that French china comes from that city, and that East Liverpool and Trenton produce crockery. Some of them know the names of the best makers, and are well posted as to the principal artists of England, France and Germany. To our sorrow be it said, American artists have not yet made a name for themselves sufficiently great to be the subject of discussion among those who are competent to talk about ceramic painters.

When a woman buys a dinner set she usually does a lot of shopping for it. Nine times out of ten the color scheme is what decides her, aside from price; but, all the same, between two patterns that satisfy the eye the better quality of ware will carry the day.

Retailers who have not awakened to the fact that the women are learning a lot about pottery will find out some day what is the matter with their trade. They will learn that even those who buy decorated "thirds" know what they are getting, and that it is largely because they are short of money that they buy them at all. They will learn sooner or later that it is not sufficient for their salespeople simply to quote prices. The women nowadays ask a lot of questions, and the clerks who can answer them are the ones who will make the most and best sales. If the women who buy for the home are becoming educated, those who sell should also be educated, and better than the people they serve.

PERSONAL.

THIRTY-three years is a long time to go without a vacation; but that is the record of E. J. Conrad, who is with H. C. Kupper. He broke it this summer by a trip to Europe. He left on the 15th of July, and returned on the "New York" Saturday last. He visited London, Paris, Berlin, Leipzig and various other German cities —in fact, he spent most of his time in the domain of the "war lord." Mr. Conrad enjoyed himself very much, and has many pleasant things to say about foreign countries, but was glad to once more see "good old New York."

⚜

E. R. Brady, who represents the Turner & Seymour Mfg. Co. in New York State, has just returned from a vacation spent in Bermuda.

⚜

E. Torlotting is back at his desk and is enthusiastic about the business he is going to do when his samples come. He says he will have something the like of which has never been seen before inthe market. "Just wait till the buyers see them" he says, "and watch results."

⚜

Winfield Gauche, of Gauche-Connor Co., New Orleans, is in town this week on a vacation.

⚜

H. Creange is a passenger on the Lorraine, due on Saturday. He has been in Europe getting up new goods.

⚜

William Dealing is on a visit to the factory of the Cambridge Glass Co , Cambridge, O. He will be back at his desk Monday next.

⚜

Victor Aschoff, with George F. Bassett & Co., has been dangerously ill for the past two weeks with pneumonia, but at last accounts he had passed the crisis and was on the road to recovery.

⚜

H. C. Edmiston, accompanied by Stewart Johnson, started this week on a Western tour with a line of new goods from the Meakins.

⚜

I D. Hurlburt, who has been ill for ten months, was at his desk again at Vantine's last week. He had a complication of diseases, following one after

the other, and for a time his life was despaired of. To see him now, with rosy cheeks and thirty pounds in excess of anything he ever weighed before, no one would imagine that he had been ill for a day.

⚜

F. T. Doremus, of George F. Bassett & Co., has narrowly escaped an attack of pneumonia. He is at home recuperating.

⚜

A. R. Marryatt started on Monday evening for a short trip with the samples of the Pioneer Cut Glass Co. He will return at the end of the week.

⚜

Eugene V. Coleman, president of the Irving Cut Glass Co., Honesdale, Pa., spent some little time this week with his New York representative, F. W. Reichenbacher.

⚜

C. D. Moore, of the J. E. Moore Co., which succeeded the Georgia Trading Co. at Buena Vista, Ga., was in the District last week.

⚜

Louis Cruveilher, with L. Bernardaud & Co., will leave the latter part of this week for a tour which will include the Pacific Coast and intermediate points.

⚜

J. C. Deens, sales manager of the D. E. Nicol Pottery Co., was in town this week to post his new representative, A. C. Dorner, in the line.

⚜

William Hague has suffered an irreparable loss in the death of his mother. They were more than ordinarily devoted to each other, and he is now left entirely alone in the world without another immediate relative.

⚜

With samples of the Camden City Cut Glass Co. and the Laurel Cut Glass Co., A. A. Bean spent the week at Boston.

⚜

A. Hamburger & Sons, Los Angeles, Cal., have been placing orders for glassware, etc., in the District this week.

⚜

Howard G. Barber. of Derby, Conn., was represented in the crockery district this week and placed many orders.

⚜

J. B. Spruil, North Adams, Mass. was in the city last week, and left welcome souvenirs in the shape of orders.

⚜

H. F. Mackenzie left on Tuesday night for a trip through Pennsylvania and New York with the lines of George F. Bassett & Co. Fred A. Sinclair left on Monday night for Chicago and the West with the samples of the same firm.

⚜

F. Victor Johnson, son of Fred Johnson, of Johnson Bros., England, arrived in New York on the Mauretania last Saturday. He is making his headquarters with George B. Jones.

⚜

William P. Graham, of Graham & Zenger, returned from his European trip on Saturday. He is enthusiastic about future business.

⚜

Sandy Ehrlich, the able assistant of Thos. Jones, is laid up with laryngitis.

⚜

J. E. Lang, of Frederick, Md , handling house furnishings, glass, and china, was in the city last week.

⚜

It is many moons since so many of the wholesale dealers in crockery and glass have been seen in New York at one time as were this week. Among those here were William Howell, of Pitkin & Brooks, Chicago; J. G. A. Fisher, of Fisher & Bruce, Philadelphia; William Rogers, with H. B. Chandlee & Sons, Baltimore; George Fresch, of Berry Bros & Fresch, Baltimore ; Geo. H. Bowman, of the George H. Bowman Co., Cleveland; and A.L. Burbank, of the Burbank-Douglass Co., Portland, Me.

⚜

Important changes in the conduct of its New York business were the cause of Arthur Poole, of the Cook Pottery Co., visiting the city last week.

⚜

Floyd Youngs is now with J. D. Dithridge, selling Bryce Bros. Co.'s line of glassware.

⚜

Edward Boote is a passenger on the "Caledonia," due to arrive from Europe on Sunday. Mr. Boote has been abroad since the early summer, combining business and pleasure.

⚜

W. F. Krauss will start for a trip through New England with samples from the Geo. H. Bowman Co.'s New York store on Monday.

CROCKERY DEALER HURT.

WHILE walking with a young lady in Bronx Park on Sunday evening Sam Landberg, of William Landberg & Sons, crockery and glass dealers, Grand street, this city, was run down by a mounted policeman and severely injured. It was dark at the time, and in crossing the drive the horse struck him,

knocked him down and then kicked him. He suffered a fractured skull, broken shoulder plate, and was severely bruised otherwise. He was taken to the hospital, where his wounds were dressed, and then transferred to his home, 149 Hope street, Brooklyn. He will probably be confined to his bed for several weeks.

LOOKS GOOD TO HIM.

CAMBRIDGE, O., Sept. 10.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir—I know that you are always looking for trade reports, especially from one who has been as long in the line continuously as I have, and I want to say, in the vernacular of the boys, that while July was rotten August was good. Nearly all the buyers took their vacations in August, so it was pot luck in finding them home; but in most cases when you found your man you landed an order. So far September has started with a boom, and they are *all* buying. Week ending September 2, compared with last year, 1910, my sales on the road increased 80 per cent, and week ending September 9 over 100 per cent, and it looks good to me for a bumper fall trade. As I only visit the largest centres of trade East, and a carry a representative line, I can only speak for myself, but think all the boys in my territory are doing well. I am referring only to department and crockery store trade.

Very truly yours,

OLD TRAVELER,

P. G. & B. Ass'n No. 25

AT PITTSBURGH.

RETAIL business in the Western Pennsylvania, Eastern Ohio and West Virginia territory is picking up nicely, and a gradual improvement is also noted by jobbers sud importers.

The George H. Bowman Co. display at the Monongahela House closed last Saturday. Business was said to be ahead of 1910.

Kinney & Levan have been exceptionally busy, the out-of-town buyers visiting the sample rooms during the past week having been enough to keep the sales force on the jump until late in the evenings. New goods are constantly being added to all lines shown here.

Bawo & Dotter also report a decided increase in business. This house has recently added a line of imported incadescent bulbs which are said to be considerably tougher that the Tuugsten.

Cecil E. Taylor, who sells the Taylor, Smith & Taylor Pottery Co.'s lines, has made an arrangement whereby he will hereafter also carry the lines of the Rochester (Pa.) Cut Glass Co. and the Enterprise Cut Glass Co., Elmira, N. Y.

James P. Gordon, with Jones, McDuffee & Stratton Co., was at the Ft. Pitt during the past week.

A. L. Sailor, manager of the sales department of the McKee Glass Co., was in the district last week.

Sam P Arnold was at the Anderson with his import lines, and looking as happy as ever.

H. R. Shirley opened at the Hotel Henry last Monday, remaining most of the week.

Jack French with the John Davison lines opened at the Hotel Anderson last week.

H. M. Felker, better known as "Sonny," is expected back at Pittsburgh October 1. He has been to Southern Nevada trying to lose his gout, and reports that he has succeeded to a large degree.

TRADE TIPS.

WITH $10,000 capital the Mattoon Hardware Co. has been formed at Mattoon, Wis. Catalogues are wanted on pottery, glassware, enamel ware, lamps and housefurnishing goods.

* *

Pittsburgh, Pa.—Debolt & McKenty, Wylie avenue, whose stock was damaged by fire, will reopen. China specialties, pottery and glassware will be carried.

* *

Martin, N. D.—Frank White & Son have removed into larger quarters and will carry pottery, lamps and glassware. Catalogues are wanted.

* *

Callaway, Neb.—Schneringer & Curtis is the name of a new concern here which will carry housefurnishings, pottery and glassware.

* *

Galveston, Ind.—Stocks of the Galveston Hardware Co. were partially destroyed by fire. Pottery, china, glass and lamps were carried.

* *

Axtell, Neb.—Christopher Ruopp has started in business, and among other lines will carry good stocks of glassware and pottery.

* *

Ute, Iowa.—A. A. Sunde wants catalogues on pottery and glassware.

* *

Kilbourne, Ill.—John Prieff will add pottery and glassware to his stocks. Catalogues are requested.

Among the Potteries
East and West

East Liverpool and Vicinity.

Notwithstanding agreements were signed by representatives of the pottery manufacturers and the workers at the recent joint conference in Atlantic City, it appears that the kilmen are anything but satisfied, and in several local potteries last week work was suspended for a brief season while the joint arbitration committee was called upon for final action. The finding of this body was in favor of the manufacturers, who are abiding in toto by the agreement. Still there were some dissatisfied kilnmen, and these went to see President Edward Menge of the Brotherhood. "You may not expect any help from the organization," this official is reported to have told the men, adding: "If I did not like a place I would seek employment elsewhere." Finally, the kilnmen, seeing they were tramping on eggs, went back to their benches.

* *

V. Q. Hickman, of Pittsburgh, vice-president of the Smith-Phillips China Co., spent a few days at the local offices of this company during the past week. "Our business is showing a nice gain, and we are securing new accounts right along," he said.

* *

The new dinner service of the Standard Pottery Co., now being made ready for the trade, will be shown in the largest variety of treatments ever presented in dinner ware by this concern. The shape is plain, and the set will inclnde many special pieces.

* *

The American China Co., of Toronto, O., in charge of W. B. Goucher as receiver, has been placed in partial operation. Decorators are at work, and it is believed that ere long the entire pottery will be active.

* *

A buyer from one of the larger towns in Northeastern Ohio came into the district a few days ago and announced that he intended to close out his entire stock of import dinnerware and substitute the best patterns the American market produces.

* *

"We have many unfilled orders on file, and are running every department of our plant to capacity," said General Manager Clarence Bauman of the Globe Pottery Co. this week. Both dinnerware and specialties are having a good run.

* *

The assortment propositions of the Potters' Co-Operative Co. are going better this fall than ever before. The "Shower" assortment is conceded to be the biggest hit the company ever created. The "Banquet" dinner shape of this concern is being shown in a number of new decorations.

*

Wyncliffe Frazier, a member of the firm of Lenhardt & Frazier, St Louis, Mo., and representing the Colonial Pottery Co. in a part of the Southwestern territory, said while here recently: "In our section of the country business is fast getting back to normal, and we will have a big fall."

* *

Open stock dinnerware is in great demand with the Edwin M. Knowles China Co.. and it is believed that this year will surpass all previous records—which goes to show that this exclusive dinnerware house is continuing at the top rank.

National City, Cal.

Secretary C. B. Nordhoff, of the California China Co., has announced that the pottery will be placed in operation within a very short time. Machinery is being installed and the first carloads of raw materials have been received. The new office building and chemical laboratory occupy a site of 200 by 50 feet. The plant will be the only one manufacturing hotel china west of the Mississippi River.

Crooksville, O.

An addition 150 by 225 feet is being built at the plant of the John G Burley Pottery Co., which will give them additional working capacity as well as warehouse room. The improvement is expected to be completed within six weeks.

* *

Eight 30-foot kilns are being added to the pottery of Ransbottom Bros., at Ironspot, just east of here, Additional manufacturing space also is being pro-

vided, and the capacity of the pottery will be about doubled. Stoneware specialties are made here.

Roseville, O. Business with the J. W. McCoy Pottery Co. is very good. Their latest creation is a "coin" line, which is having a heavy sale. Their marble-effect specialties are still moving strongly. In fact, orders have been beyond expectations.

Sebring, O. E. H. Bennett, who has been in charge of the decorating department of the E. H. Sebring Pottery Co., has resigned.

East Palestine, O. No selection has yet been made of a permanent manager for the plant of the Ohio China Co. here since the resignation of O. C. Walker. It is said that several well-known pottery men from the East Liverpool district are under consideration.

THE CONDITION OF BUSINESS.

New York A great improvement is noted in trade throughout the country, though not in the nature of a boom in any sense. Yet there is a decided increase in business, particularly from small cities and country towns. Travelers are sending in excellent orders, and there has been a better trade in stock goods by the few houses that carry stock than for a long time.

But few buyers from distant points have visited the market this week; consequently the wareroom trade has not been very brisk. Mail orders, however, have been exceedingly gratifying.

Our correspondents in all trade centers report a decided increase in business and an optimism that has long been lacking. The very fact that people feel better is helping matters

Retail trade has improved considerably, and a steady increase in this direction is looked for from now on. The dealers are proceeding cautiously, however, in placing orders, depending largely on the manufacturers and importers to carry stocks for them; and we are still of the opinion, many times expressed, that before the season is over a lot of them will be crying out for goods.

In crockery the demand so far this season still runs to dinnerware, although there has been a larger call for fancy goods within the last two weeks than has been experienced for many months, showing that the immense stocks that were placed upon the market are beginning to be absorbed.

Germany is getting the bulk of the trade from this country on imported goods. The large increase of imports noted in our last issue as coming from that country is rather astonishing. Few people were prepared to think that the importations had increased as much.

In domestic goods the American potter is getting a large share of business—not as much as he might desire, possibly; but, considering general conditions, he is doing well, and the prospect is that as he continues to improve the quality of his ware he will increase his sales.

The sales of domestic glass improved materially last week. The factories are all fairly busy, those making blown goods being crowded. New York agents report a decided improvement, even in the cheaper priced lines, which have not been selling well through the summer.

There is little change noted in the cut glass market, almost exactly the same conditions prevailing as were reported last week. Some people are busy and others moderately active.

The lamp trade has improved, the demand for high cost metal goods having increased, and the factories are all well engaged.

The general outlook is good. All signs point to a healthy business. To those who are influenced by "wars and rumors of wars" the political situation may have some significance; but the progressive business man will find nothing in it to prevent his striving after and attainment of the goal Enterprise, push, brains—the uplifted chin, the cheerful smile—these are the things that count. Nothing can withstand them. Under their influence business clouds dissolve like mist before the summer sun.

East Liverpool and Vicinity. Orders with some of the Western pottery manufacturers are exceptionally good; others report only a fair volume of new business coming in, while still a few others say that trade is "slow." On the whole, however, general business shows quite an improvement. Collections are reported just a little backward, this being attributed to the imports coming in. The outlook for a real good fall is quite encouraging.

Pittsburgh and Vicinity. Daily improvement has been recorded in the glass business during the past week, and there is a decided upward trend in orders. Mails are better, and salesmen have also been doing a more lively business. Cut glass is having a better demand, while the pressed and staple lines are moving more freely.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Glass manufacturers in many instances report that, strange as it may seem, the general trade is after the cheaper grades of ware, while the best quality goods are wanted at the same time. This rule has prevailed for several months, and, as one manufacturer said, 'it looks good to stand for the balance of the year."

The election of officers by the board of directors of the United States Glass Co. shows that the utmost confidence is placed in the heads of all departments of this corporation. There was but one change made in the list, and that was the election of M. G. Bryce to the vice-presidency. Mr. Bryce will still remain at the head of the commercial department, where, he says, "I feel quite at home."

Among the buyers in the market during the past week were several cut glass manufacturers from Corning, N. Y., purchasing blanks.

In order that more attention shall be given the Greater Pittsburgh, Eastern Ohio and Western Pennsylvania districts, the Ripley Glass Co. have increased their sales forces by placing W. J. Ruch, Jr., in charge, with headquarters at the home office. The plant of this company is operating full time, the demand for special work being unusually active.

Calvin Roe, vice-president of the Fostoria Glass Co., Moundsville, W. Va., has returned from an extended trip to the Pacific Coast.

Miss R. Evelyn Hamilton, assistant actuary of the Glass Association, has been spending a fortnight at Cambridge Springs, Pa., on her annual vacation.

The McKee Glass Co. started to display at its Pittsburgh sample rooms in the Century building this week its new line of lime cut glass, consisting of trays, bowls, jugs and tumblers. This is the first time this new grade of ware has been shown in such a generous manner in the Pittsburgh district.

A square footed candlestick, known as the Mission, and made by the Tarentum Glass Co., is being shown by Kinney & Levan in a cut panel effect.

Factory N, a new decorating plant of the United States Glass Co. at Glassport, has started operations in full. During the past year the producing capacity of this company has been increased in both the manufacturing and decorating ends.

At the bi-monthly meeting of the American Association of Flint and Lime Glass Manufacturers this week freight rates and packages were the subjects of the major part of the discussions.

Charles Lang, one of the department managers for Kinney & Levan, Cleveland, was in the glass market this week.

Wheeling, W. Va.

The fact that the Haskins Co. has secured the exclusive service of an illuminating engineer only goes to show the study that the lighting glass manufacturers are giving that business. Each manufacturer is striving for efficiency in this direction, and they are getting what they seek through scientific channels.

Work on the plant of the Wheeling Tumbler Co , at Warwood, W. Va., is progressing rapidly, and it is just possible that the concern will start to operate within six weeks. Oliver G. Beans, of Wheeling, is secretary.

The Bonita Art Glass Co., Wheeling, says that the jewelry trade is taking its gold goods, and as a result sales are gradually increasing.

Follansbee, W. Va.

Although the action was contemplated many months ago, official announcement has only just been made by the management of the Jefferson Glass Co. that plans are being drawn for an additional sixteen pot furnace, and that construction will be started within a reasonable time. Under the present management the success of the Jefferson has been

most marked. First decorated goods were made; then a high class line of tableware was produced. When the present management assumed control, lighting glassware was added, and with these two branches the factory has been operated to capacity throughout the year. With the increased capacity the company will be able to produce more than double its present output.

Washington, Pa.

A million dollar increase in capitalization was authorized by the stockholders of the Hazel Atlas Co. recently. This action makes the big concern a three million dollar corporation. Five hundred thousand dollars of the new stock will be apportioned among the present stockholders in proportion to the amounts they now hold. The stock will be issued at 125 and there will be none on the open market. The direct purpose of the increase is to install a number of additional Owens bottle machines. These will be placed in both the Washington and Clarksburg plants of the company.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for the week ending September 12, 1911.

ANTWERP

254	packages	glassware	B Gunthel
8	"	"	A Berger & Co
41	"	"	Strobel & Wilken Co
632	"	"	Miscellaneous Orders
17	"	earthenware	L Straus & Sons
10	"	"	Fensterer & Ruhe
4	"	"	Frank & DeKeyser
5	"	"	L D Bloch & Co
8	"	"	Koscherak Bros
5	"	"	Miscellaneous Orders
22	"	chinaware	Strobel & Wilken Co
81	"	toys	Geo Borgfeldt & Co
88	"	"	L H Mace & Co
131	"	"	C B R uss
283	"	"	Strobel & Wilken Co
822	"	"	Miscellaneous Orders

BREMEN

10	packages	glassware	L Straus & Sons
9	"	"	Samstag & Hilder Bros
15		"	H Endemann
109	"	"	Strobel & Wilken Co
73	"	"	Miscellaneous Orders
42	"	earthenware	Knauth, Nachod & Kuhne
17	"	"	Eimer & Amend
2	"	"	Bawo & Dotter
73	"	"	Miscellaneous Orders
103	"	chinaware	Strobel & Wilken Co
175	"	toys	Geo Borgfeldt & Co
108	"	"	F W Woolworth
16	"	"	F A O Schwartz
1	"	"	Samstag & Hilder Bros
15	"	"	A Steinhardt & Bros
8	"	"	Bawo & Dotter
394	"	"	Strobel & Wilken Co
238	"	"	Miscellaneous Orders

TRIESTE

2	packages	glassware	A L Crawford
10	"	"	Koscherak Bros
13	"	"	J Palme

HAMBURG

63	packages	glassware	Fenesterer & Ruhe
152	"	"	Kny-Scheerer Co
64	"	"	L Straus & Sons
2	"	"	F Euler & Co
16	"	"	Lazarus & Rosenfeld
21	"	"	F Bing & Co
11	"	"	L D Bloch & Co
11	"	"	Strobel & Wilken Co
414	"	"	Miscellaneous Orders
81	"	earthenware	Bawo & Dotter
18	"	"	Koscherak Bros
10	"	"	J Palme
35	"	"	L D Bloch & Co
86	"	"	Lazarus & Rosenfeld
28	"	"	Herman C Kupper
7	"	"	F Bing & Co
26	"	"	Samstag & Hilder Bros
444	"	"	Miscellaneous Orders
18	"	chinaware	Bawo & Dotter
535	"	"	Strobel & Wilken Co
163	"	toys	B Illfelder
19	"	"	Lazarus & Rosenfeld
28	"	"	G W Travers
60	"	"	F A O Schwartz
6	"	"	Herman C Kupper
51	"	"	Geo Borgfeldt & Co
7	"	"	Bawo & Dotter
13	"	"	Knauth, Nachod & Kuhne
277	"	"	Strobel & Wilken Co
204	"	"	Miscellaneous Orders

GLASGOW

17	packages	glassware	H A Rogers & Co

HAVRE

12	packages	chinaware	Bawo & Dotter
30	"	"	L Straus & Sons
24	"	"	H R Churchill
79	"	"	Wm Guerin & Co
88	"	"	Miscellaneous Orders

LONDON

32	packages	toys	Strobel & Wilken Co

LIMOGES

130	packages	chinaware	Theodore Haviland & Co

ROTTERDAM

44	packages	earthenware	Geo Borgfeldt & Co
84	"	"	Miscellaneous Orders
25	"	glassware	Graham & Zenger
152	"	toys	B Illfelder & Co
14	"	"	F A O Schwartz
67	"	"	Samstag & Hilder Bros
39	"	"	Bawo & Dotter
134	"	"	Miscellaneous Orders

LIVERPOOL

2	packages	earthenware	The Rowland & Marsellus Co
25	"	"	George Hamilton
20	"	toys	Geo Borgfeldt & Co
12	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

HAMBURG

8	packages	earthenware	Jones, McDuffee & Stratton Co
11	"	"	Bawo & Dotter
34	"	"	F W Woolworth
44	"	"	American Express Co
3	"	"	Jordan Marsh Co
35	"	"	L Wolf & Co
25	"	"	Geo Borgfeldt & Co
7	"	"	Ocean ransit Co
183	"	"	First Na ion l Bank
91	"	"	Natichal De patch Co
70	"	"	Miscellaneous Orders

SALESMEN'S ASSOCIATION NOTES.

FOLLOWING is a list of the contestants and their standing with reference to the gold watch offered as a prize to the one securing the greatest number of new members this year: John H D Rowan 7, Jos F O'Gorman 6, W S Creveling 4, John Nixon, R E L Wells, H S Mirrielees, 3 each; H J Gute, W R Nieper, Arthur A Bean, Edw Gibson, J D Dithridge, 2 each; Wm C Grimmel, W Q Wilcox, A H Hays, George Hamilton, Herman Siegel, Edw M Beck, A H Ledden, Chas A Cook, C J de la Croix, Oscar A Webber, S W Bergstresser, E M Uniack, jr, Chas L Kerr, Wm H Lum, Gerard S Bryce, C Nick Muessig, 1 each.

SECRETARY'S REPORT.

Collections since last report	$722.20
Previously reported	2,557.60
Total collections since Jan. 1	$3,279.80

TREASURER'S REPORT.

Resources:

Balance previously reported		$10,247 70
Cash received from secretary	$1,219 55	
Interest	163 52	
		1,383 07
		$11,657.77

Disbursements:

Death claim Jas E Johnson	$300.00
Secretary's salary, box rent and postage to April 1	88.98
Death claim John F Reyels	300.00
Death claim John A Myers	300.00
Secretary's salary, box rent and postage to July 1	83.00
U. S. Fidelity and Guaranty Co. premium on bond of secretary and treasurer	12.50
	1,084.48
Balance on hand	$10,573.29

Apportioned as follows:

Reserve fund	$7,812.54
General fund	613.91
Benefit fund	2,146.82
	$10,573.29

AT ST. LOUIS.

HOUSEFURNISHINGS are in great demand in the Mound City, according to those in charge of the various local department stores, and some improvement is also reported in general crockery and glass trading.

* *

Franklin avenue merchants inaugurated a big boost for their wares during the past week with the slogan, "It's a Saving to Buy on Franklin avenue." This was printed on over 100, 000 buttons, which were worn by an army of boosters for the avenue. Large sums of money were spent for premiums by the merchants to be given away to the wearers of the lucky numbers. Among the leaders in the move were the Lange China and Glass Co. and the Enterprise China and Glass Co. The first named concern has greatly improved the front of its establishment by the installation of additional large plate glass windows.

The entire working force of the Krenning-Westerman China Co. is taxed to capacity, and it is evident that the big jobbing house is doing a thriving business.

* *

W. W. Brown, representing the Potters' Co-operative Co., East Liverpool, and Mr. Houser, for Bawo & Dotter, New York, were booking orders here last week.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

COMMISSION salesmen wanted to carry photographs of salable smokers' brass novelties. Liberal commission Address L. W. LEVY & Co., 6 West Twenty-second St., city.

WE want active salesman to handle our brass novelties, jardinieres, pedestals, etc , as a side line. Demand for these goods now at its height. Sales large and only photographs to carry. Address B, 89, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

A. GREDELUE.



Glassware.
Toilet Ware.
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers.

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

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— AND —

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Notice to the Trade.

ROBERT G. PERRY, the receiver in bankruptcy of the Dunn Dome and Fixture Company, of Arlington, New Jersey, will sell at auction sale on the 22d day of September, 1911, at 10:30 o'clock in the forenoon, at the salesroom of Warren H. Dunn Company, 54 Murray Street, Borough of Manhattan, City of New York, a finished stock consisting of leaded glass dining-room domes, portables, shades, and brass and wrought-iron fixtures.

And on September 29th at 10:30 o'clock in the forenoon the receiver will sell at the factory of the Dunn Dome and Fixture Company, at Arlington, New Jersey, materials and supplies and factory equipment and finished product consisting of brass portables and wrought-iron fixtures.

CROCKERY & GLASS JOURNAL

NEW YORK, SEPT. 21, 1911.

ADVERTISING, AND HOW TO GO ABOUT IT.

By JOHN A. REDDAN, of Reddan-Brown.

"ALL we want is our business card reproduced," was the rejoinder with which a merchant met an adverse criticism of an advertisement he had prepared.

In went the business card.

Now the man doesn't believe advertising pays. Didn't he try it, and didn't it fail to bring even a single response?

This type of merchant is in the fast-diminishing minority. The "card" ad may have sufficed in the long ago. They were the "happy days;" but times have changed.

The business population of the nation was smaller then, and the manufacturer and jobber were enabled to keep closely in touch with every retailer of importance in their particular line. One grew to know the other through years of dealings, and the spirit of a big commercial family exerted a telling influence. In the present day of competitive strife the necessity of employing advertising matter brimful of specific information is as important for a house founded generations ago as it is for a budding establishment. One reason for this is the vast number of changes which have taken place during a year or two.

Old buyers who knew the line of Blank & Co. by heart step aside for younger successors, or retire, or go into other lines of business, or die. And so it is with firms themselves.

Ask a representative of Bradstreet's or Dun's and he will tell you that every time they issue a new directory there are hundreds of omissions and inaccuracies due to the business changes which transpire between the time of the closing of forms and the distributing of books to subscribers.

If in planning an advertisement the writer will bear in mind that it will probably be read by buyers who never before saw an announcement of his house he will endeavor to avoid generalities and say something definite. Instead of calling it "the best china in the world," and letting it go at that, he will specify whether the shape is plain or embossed, import or open stock, decorated with coin or bright gold, etc.

Most firms spending large sums for advertising have learned the importance of saying something to the point.

The manufacture of a baking powder which has been so well introduced by printers' ink that nine out of ten readers of this article will recall the name of the brand have modernized their advertising methods. Formerly they were content to print a picture of the can, supplemented by a word or two about purity. Now they employ colored illustrations to set forth tempting products of the culinary art made possible by its use.

A railroad company, in addition to giving its time-table between New York and Western points, portrays a maiden "all in white" to impress the one point—cleanliness.

A glance over the files of journals and magazines will disclose the story of the evolution of advertising in as graphic a manner as it could be done by the most expert writer on the subject.

The tendency in the first place was away from the using of display type for a heading which in no way referred to the article advertised, but which was designed merely to attract attention. Many an alleged witticism or near-pun has taken up good, expensive space in an advertisement to the exclusion of a point or two which, cleverly handled, might have won new customers.

A proper conception of the value of human interest features is as essential to the success of the advertising writer as it is to that of the story writer in other fields. Once it was considered the proper thing to mark an advertisement for insertion "Next to reading matter if possible." This is done to-day to some extent, but not as much as formerly, because of the fact that the modern advertisement of itself constitutes "reading matter." And in many cases high class reading matter, at that.

Not a few merchants who regard the outlay essential to maintain a sample room, for instance, as a necessary expenditure, balk when it comes to sign-

ing an advertising contract. Their experience has taught them that advertising is an expensive luxury.

If these same men kept their sample rooms as void of helpful hints and suggestions to buyers a they do their spasmodic advertising they would very soon find that the sample room, too, was an expensive luxury.

The sample room pays because a buyer can spend an hour in it with profit. There he sees specials in the lines that interest him. He finds out the price of this or that article; when he may expect delivery; whether there is a charge for freight and packing; whether it is possible to get a better price in quantities, etc.

Let the doubting Thomas merchant put some of these really-worth-while points of information into his advertisement. Then if he still continues to look upon advertising as an expensive luxury—well, there may be something wrong with his goods or prices.

The average buyer has the same frailties that other humans are heir to. He is wont to follow the course of least resistance in discharging his duties. This being so, he is inclined to buy where he can do so most conveniently, all other things being equal.

If the method of advertising adopted by a certain house is so comprehensive that the buyer in a distant city by reading it can keep thoroughly informed as to the new things and the special offerings among the old, he is very apt to be influenced favorably toward that house.

While there are limitations to the advertising of pottery and glass—more sharply defined, perhaps, than in some other lines of business—the dealer in these commodities can by the judicious use of illustrations tell his story so completely that nothing need be left to the reader's imagination.

Pictures possess a certain inherent attractive value. They tell the story to the observer's eye long before the eye can travel over the lines of accompanying type. Many people who would not ordinarily take the time to read an advertisement are led to do so upon seeing a picture of the article.

Important as it is to use illustrations in connection with pottery and glassware advertisements, it would be far better to omit them entirely than employ cuts unworthy of the subject. It is easy to attract attention, but not so easy to attract the kind of attention that develops into favorable interest and finally leads to sales. There are so many factors tending to make or mar the successful use of cuts that it would take more space than is available here to recount them in detail. Briefly, however, the main points are these: Where a number of pieces are to be shown in the same illustration they should be posed so as to form a group pleasing to the eye, from the viewpoint of proper balance. The arrangement should be such that the more important decorative features, or cuttings, as the case may be, are shown to the best possible advantage.

Glassware and highly glazed pottery present peculiar difficulties to the photographer, and it is well to have this part of the work done by a man who specializes in such things.

Even after the camera has done its best, the picture sometimes shows up woefully weak in spots. This is particularly true of subjects with delicate and intricate decorative designs. The thing to do in such an event is to allow the cut-maker latitude in retouching the print. It is poor economy to stint on retouching charges when a comparatively trifling expenditure will improve the finished cut a hundredfold.

As a rule the silhouette cut is preferable to the square, but there are cases where the latter is indicated for the best results.

Above all things, shun the stock cut. If you do not think it worth while to have a special cut of the article made, do not put in a dish or jug to call attention to another dish or jug which may not in the least resemble the illustration.

A typical example of the absurdity of the stock cut is here illustrated. The gentleman is showing something to the lady. Anyone reading the adver-



tisement would recognize it as a dish Shorn of the surrounding type matter, however, it might impress one as being an automobile tire, a mirror plateau, or an oval picture frame.

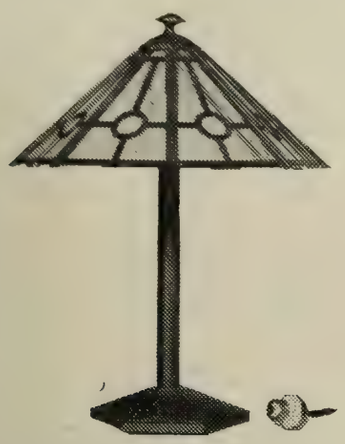
Retail dealers are the offenders in this regard. Leading New York department stores will stick a black smudge of a cover dish, plate, cup and saucer in their newspaper advertisements and call it the "Blue Willow." The next week they will use the same stock cut and call it the "Blue Onion," the "Indian Tree," or whatever other title suits the text.

This illustration, another stock cut, was recently used by a New York department store in a newspaper



advertisement. They labeled it "The Blue Willow Pattern," but the reason for so doing is not clear. Neither is the cut.

Such illustrations never arouse the interest of the reader of the advertisement, and the money saved by the merchant in cut charges is more than offset by loss in sales.



The above is an example of a coarse screen half tone suitable for newspaper advertising. On account of the stereotyping methods employed by newspapers, the cheap grade of paper, and the rapidity with which operations are conducted, the fine screen half tone is totally unsuited.

The cuts below show the advantage of using



half-tone illustrations from retouched photographs made direct from the goods.

ON THE PACIFIC COAST.

THE present week is being observed by the San Francisco business houses as the official opening week of the active fall trade. So far sales have shown a decided improvement over those of many previous years, and there is every indication that this is only the beginning of a steady increase of business.

At the salesrooms of Himmelstern Bros. is being shown a complete line of the Pope-Gosser China Co.'s "Edgemore" pattern, and Mr. Himmelstern says that the results obtained with this dinnerware are already better than the company's highest expectations. Leo. Himmelstern has just returned from the northwest territory, and says that he did a very satisfactory business in both Washington and Oregon.

Mr. Cronemeyer, manager of the local Bawo & Dotter salesrooms, is now making his first fall trip in the north and reports conditions very good throughout that territory.

E. P. Charlton & Co.'s five, ten and fifteen cent store on Market street has been remodeled and the entire interior arrangement changed. A big stock of china and glass will be shown for the first time at the opening, the latter part of this week.

Oriental goods continue to arrive at the American Import Co., and Mr. Cramer says that they are especially pleased with the lines of cheap Japanese cups and saucers, plates and salad sets. While these lines are no higher in price than formerly, a decided improvement in decoration is to be noticed.

R. A. Smith, traveling for S. A. Weller, was in the city this week and says that he found business good along the coast, especially with the higher grade of goods. The fine jardinieres put out by his company have proved the most popular.

George Boomer, local representative of the Plume & Atwood Mfg. Co., who has been making an extended trip in the East, is expected to return to San Francisco next week.

In the windows of Dorn's Ceramic Supply Co. are now being shown the pieces of hand painted china which were awarded premiums at the California State Fair in Sacramento, and they are attracting a good deal of attention. Shipments of Eastern and European goods for the holiday trade will be received shortly, and the firm's force of decorators is already busy with the Christmas work.

The Stirling Furniture Co. has for some time been successfully conducting a crockery and glassware department, and this will be enlarged as soon as the large warehouse in the rear of the Market street store is completed. A large stock of Mission lamps has been put in for the fall and winter, and these will be given a prominent place on the first floor when the other lines are rearranged.

The goods ordered by Mr. More, manager of the crockery and glassware department of Hale Brothers, on his recent trip to the East, are arriving and are opening up satisfactorily. The Roseville Pottery Company's goods are now on display and Mr. More expects excellent results from this line.

The September special sale of crockery, glassware and housefurnishing, is now on at the Emporium, and Mr. Partridge, manager of the housefurnishing department, says that so far a decided increase over the September sale of last year is shown. The basement departments recently opened are proving a great drawing card for this store, and while an excellent business is being done with the cheaper lines

shown there Mr. Partridge says that it has not detracted in the least from the sale of the higher grades carried on the main floors. The dinner sets and other tableware are, of course, given the most prominent places, but the display of brass, pottery and similar goods is bringing a good business.

Theodore Schlueter, of A. Schlueter & Co., Oakland and Berkeley, has placed some good orders for fall stock with the San Francisco jobbers. He says there is a good demand in Oakland for cut glass, and he is stocking accordingly.

Ottenheimer Bros. say that business is very satisfactory and that the prospects have never been better.

Mr. Cramer, of the American Import Co., says that there is at present a heavy demand all through the coast for high grade enameled ware, and that the Wupperman goods, which this company handles, are meeting with much favor.

AT BOSTON.

THAT the five and ten cent stores sell immense quantities of low-priced crockery and glass is admitted, and discussion is occasionally heard as to whether they are cutting into regular trade or actually selling to people who would otherwise never buy. Perhaps no line of industry is so well represented in department stores as china and glass, and no doubt this is responsible for the small number of exclusive china and glass shops. And these are decreasing every day. Unless a house has a wide reputation for high grade goods, tremendous capital and a big supply of energy, it does not remain "exclusive," but adds other lines. In Boston to-day there is no "popular-priced" exclusive crockery and glass retail house, strange as it may seem. Some time ago a store of this character was started here with a manager who knew his business, but it was not successful owing to the interference of the man "higher up." Of course, Boston has its quota of "carriage trade" stores, some big department stores that rank with the best in the country, and a china and glass jobbing institution known the world over; but there is an opportunity for a retail store of the kind mentioned above. One by one the five and tens have grown till there are probably fifty within Metropolitan Boston. Yet the department stores have increased and prospered; so it is apparent that new avenues for business were discovered and developed and that the five and tens have not cut into others.

A. E. Haskell, the Federal Glass Co. representative, is on a trip through different sections of New England via automobile. Mr. Haskell combines touring and business, carrying a good sized sample line in his car.

J. J. Jacklin, buyer for the Henry Siegel Co, says he is meeting with success in his plan of making 100 pieces the standard for open stock patterns.

W. S. Butler & Co., have added a kitchen goods annex and expect to shortly add glass and crockery departments.

Miss Alice Rooney, who was in the office of the United States Glass Co. for eight years, has returned to the district and is now with the Pittsburgh Lamp, Brass and Glass Co.

F. H. Lamson, jobber of Exeter, N. H., was in town this week seeking goods for fall trade.

The Jones, McDuffee & Stratton Co. are devoting considerable attention to featuring preserving jars and glasses.

Buyers in town: Arthur Racicot, of Racicot Bros. Webster; Joseph Machler, with George C. Peck & Co., Pawtucket, R. I,; Charles Sanborn, of Burrowes & Sanborn, Lynn; Wm. R. Cummings, with the David Harley Co., Pawtucket, R. I.

Visiting traveling men included Arthur Bean, New York representative of the Laurel Cut Glass Co., Mr. Kline, for the Warner Keffer China Co., East Liverpool; James Uniack, with the Hunt Cut Glass Co ; Mr. Witherell, with the E. M. Knowles Pottery Co., East Liverpool; George Lynch, of the George C. Lynch Co., brass goods and lamps, New York; Frank H. Gallagher, with the Sterling Cut Glass Co., Cincinnati.

BUSINESS BRIEFS.

J. P. Reynolds will open a five and ten cent store at Birmingham, Ala.

The New Lexington Pottery Co. has been incorporated at New Lexington, O., with a capital of $50,000 by W. H. Brown and others.

The Wholesalers of Crockery and Glass in the United States will hold their annual convention in Chicago on September 28. A large attendance is expected.

The Himes Cox Studios has been incorporated in this city to manufacture and deal in lighting fixtures, globes, bronzes, art works, etc.; capital $60,000. Incorporators: F. Himes-Cox, G.O. Howe, S. S. Newton.

The New York Crockery and Glass District.

MANY of the English representatives are still awaiting the receipt of samples. Those whose goods were shipped to Liverpool the earliest fared the worst. During the strike the barrels kept piling up, one upon the other, until those that came first were so hopelessly buried that it was some time before they saw daylight. However, all troubles have an end, and it will not be long before the new lines will be displayed in the showrooms.

L. Straus & Sons are showing an unusually attractive line of marble statuary, comprising figures from three or four inches up to three or four feet high, most of them classics, in patina colorings, and also a very beautiful line in Carrara marble, single pieces, pairs and groups, ranging from six inches to three feet high. The designs are excellent and the workmanship above the ordinary. Even on the cheaper pieces there is an artistic touch to the carving that command attention, and, best of all, they are sold at very popular prices. In addition to the marble display they have an extensive line of bronze electroliers from one up to seven lights, with plain and ornamental bulbs. Among the illuminating devices is also a fine exhibit of porcelain lamps in Dresden effects with silk or cretonne shades. There is a remarkably large and fine line line of French bronzes in a great variety of designs, all well worked up.

Robert Slimmon & Co. have some very pretty things on view from the Upper Hanley Pottery Works. One of the newest and prettiest is a light brown print with turquoise enamels on the "China" shape. It has the appearance of a gold decoration in which the turquoise jewels stand out prominently. Another with a pretty illuminated light blue figure and solid gold handles is sure to take the fancy of the housewife, as will also one in green on the "leaf" shape. The "Madras" pattern in flow blue is shown plain or with illumination. This pottery has adopted a very sensible idea. From now on the various patterns will each have its distinctive color. For instance, the "Madras" will invariably be in blue, another pattern always in pink, a third constantly in green. By this means one shade or tint can be positively maintained, with the result of greater satisfaction in matchings.

The colonial cut glass line that W. R. Demorest is showing from the factory of the Westmoreland Specialty Co. is most attractive. The color of the glass is excellent, the shapes are artistic, and the cutting is carefully executed. The fancy cut star is well conceived and gives a high class finish to the ware. The "Floral-Colonial" decoration on which they have had such a run is as popular as ever. One of the prettiest pieces in this line is the punch bowl with rolled edge.

Don't forget that the Dunn Dome and Fixture Co.'s stock will be sold Friday, September 22. The sale will begin at 10:30 in the morning, at the warerooms of the Warren H. Dunn Co , 54 Murray street, and on the Friday following the contents of the factory at Arlington, N. J., will be sold. There is a chance that bargains may be obtained.

Froeber & Vollrath, 50 Murray street, are selling out special lots of odds and ends, including a large line of cake plates, berry sets, dinnerware, cuspidores, etc. New goods are coming in, and it is necessary to make room for them.

If there ever was a live wire in human form, O. H. Sebring, president of the French China Co., Sebring, O., is certainly one. When in New York last week he was as enthusiastic over his new line as a boy. But, then, he has something to be elated over. After months of experimenting and the expenditure of a lot of money he has succeeded in obtaining a brand new decoration—a pink underglaze on the order of flow blue—that will open the eyes of the trade, and his mission to this city was to arrange

with his local representative, O. J. O'Donnell, for an energetic campaign in the East. He returned to Sebring on Saturday.

OLD ENOUGH TO HAVE WHISKERS.

DURING the past week the daily papers of Trenton, N. J., have devoted considerable space to featuring an alleged innovation which "threatens to revolutionize" the making of pottery by obviating the necessity of sending the ware through two fires.

The only trouble about the story is that it is nearly a year late. The Sanitary Earthenware Specialty Co. of Trenton has for about a year been making pieces by the one-fire process, and the results have been uniformly good. Truly, "this is no 'wild cat' scheme." The "cat" is old enough to be perfectly tame.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

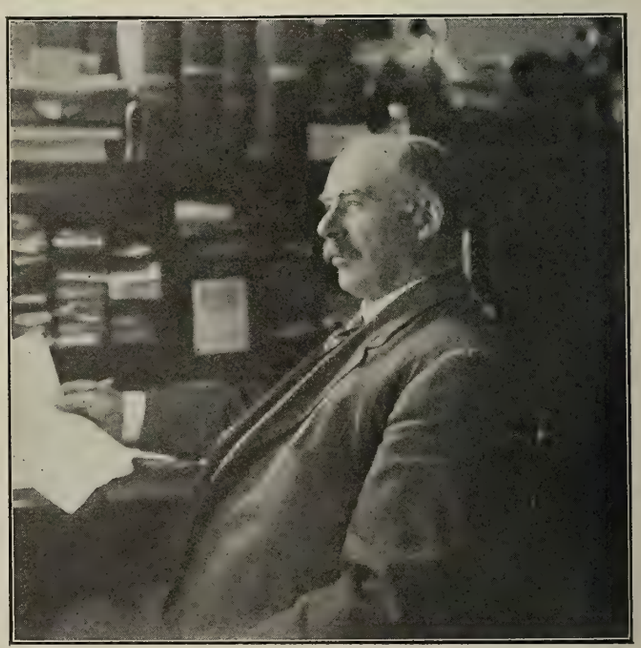
W D Broome, with Wm Barie D G Co, t, Saginaw. New Grand.
Miss M Lesenhuber, with J N Adam & Co, s, Buffalo. 214 Church.
C B Ryland, c, Lynchburg, Va.
M A Mustin, c, Madison, Ga.
M L Richter, c, Madison, Ga.
H Holmeren, with Denver Dry Goods Co, c, Denver. 30 East Twentieth.
A S Bump, c, Binghamton, N Y.
H A La Due, with H G Munger & Son, c, Herkimer, N Y. 47 Lispenard.
Wren Kaescher, c, Philadelphia.
H F Jareicke, c, Erie, Pa.
M H Hudson, with Dey Bros & Co, c, Syracuse, N Y. 31 Union square.
Miss J Armstrong, with Hochshild, Kohn & Co, Baltimore. 31 Union square.
C D Fisher, with L S Donaldson Co, s Minneapolis. 2 Walker.
J B Brosseau, with Ed Malley Co, hf, New Haven. 320 Church.

OBITUARY.

IT is with sorrow that we report the death of Sanford H. Williams, an employee of the Haviland & Abbot Co. The deceased was at work on Saturday as usual; on Sunday he was suddenly taken ill, and died on Tuesday morning. He went with Haviland & Abbott from the old firm of Geo. W. Bassett & Co. in 1870, and had been in the employ of the concern ever since as shipping clerk and in other important positions. He was much respected by his employers, who regarded him as a most faithful and trustworthy servant. His loss will be mourned by all those in the District who knew him.

SALESMEN'S ASSOCIATION NOTES.

THE first secretary of the Pottery, Glass and Brass Salesmen's Association was W. R. Demorest, who assumed the office in 1892, when the Association started. Mr. Demorest relates with justifiable pride how the association came into being. It was after the death of Arthur St. Gaudens, who, like many other good fellows, left his family in straits. While collecting subscriptions to aid the widow and children Mr. Demorest approached W. B. Wills, who



W. R. DEMOREST

was then with the Whitney Glass Co., for a donation. Mr. Wills said he did not know the deceased, but if "Billy" said it was all right he would give two dollars. He then said: "Why don't you fellows get up an association, so that when such deaths happen you will have a fund to draw on?"

William S. Harris, then on the CROCKERY AND GLASS JOURNAL staff, W. B. Wills, and W. R. Demorest met at luncheon a day or so after and the subject was again taken up and a suggestion made that the representatives in the trade be brought together. How to get them together was another matter, but Mr. Wills solved that difficulty by saying, "Through their stomachs! Here's ten dollars towards a fund for a dinner." The affair duly came off, and the organization was born.

Mr. Demorest had the duty of paying the first death claim, which, curiously enough, was for a man who had not been officially accepted as a member. Between the time of his application and his death

there had not been a meeting of the board. However, the claim was paid; but as there were not enough funds in the treasury the secretary had to send his own personal check. W. B. Wills, one of the trio who started the organization on its errand of mercy, was the second to cross over the line. Again Mr. Demorest's private resources were called upon, his personal check being mailed to the beneficiary. Somewhat of a contrast to the present time, with a balauce of about $10,000 in the treasury.

Mr. Demorest has always been an energetic member of the association. He served a term as president in the second year of its existence, in 1893, and since then has been on the board of management almost continuously. He says he would like to see newer blood there and would welcome the advent of younger men to fill the three vacancies that occur this year. By the way, it was at his suggestion that directors were elected for one, two and three years each. He is anxious that new members shall attend the next annual meeting. The "usual crowd" is all right, but he wants the rank and file to come out into the open, put up their men for the board and take some of the burden on their own shoulders. He feels that he has done his share, and that doubtless others feel the same.

THE GOLF TOURNAMENT.

THE crockery and glass trade golf tournament will be held Wednesday next, September 27, on the links of the Dyker Meadow Golf Club, Bay Ridge, Brooklyn. To reach these links, take the Fifth avenue, Brooklyn, elevated railroad at the Bridge, ride to Sixty-fifth street, transfer to surface cars to Seventh avenue terminus of the road. The links are at Ninety-second street and Seventh avenue. The game will be called at 9:30.

The following will probably play: J. D. Dithridge, K. L. Wedgwood, George Hamilton, H. P. Muirheid, John J. Miller, J. Meredith Miller, A. A. Bean, Thomas Smallwood, Jr., L. S. Owen, W. S. Pitcairn, Louis L. Hinman, A. S. Higgins, W. W. Magee, Eugene Peck, S. Kissam, E. F. Anderson, George B. Jones, Robert Slimmon, A. Mellen, H. H. Dignam, H. B, Graves, John Hawthorne, Albert E. Snow, R. E. L. Wells, and C. H. Taylor.

The usual trophy offered by the CROCKERY AND GLASS JOURNAL will be contested for, a gold meda will be put up by the *Salesman*, and the president will also offer a prize.

The entrance fee will be $3, which will cover luncheon, green fee, and incidentals. Should there be any surplus the money will be refunded.

This tournament is open to any member of the crockery, glass and cognate trades, and all are invited who can possibly come.

Checks for entrance fees shou'd be mailed to J. Meredith Miller, 53 Barclay street.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Sept. 2,'11	Correspond-ing period 1910	Exports Jan. 1 to Sept. 2,'11	Correspond-ing period 1910
Boston	110	28	5529	5204
New York	...	189	4870	5639
Baltimore	119	19	7562	10101
Philadelphia	....	127	3031	4377
New Orleans	....	50	659	1669
Newport News	...	....	43	183
San Francisco	....	....	242	
Portland (Me.)	....	....	545	1029
Galveston	....	147	731	1144
Portland (Or.)	....	....	....	....
Inland Points	....	....	879	1430
Total	229	560	24091	30776

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Sept. 2,'11	Correspond-ing period 1910	Exports Jan 1 to Sept. 2,'11	Correspond ing period 1910
New York	...	143	4661	6105
Boston	110	28	5497	4925
Philadelphia	....	127	3009	4126
Baltimore	130	19	7557	12861
San Francisco	....	....	215	151
New Orleans	7	50	613	1939
Portland (Me.)	....	....	389	1943
Galveston	...	147	731	1231
Newport News	....	....	43	950
Portland (Or.)	....	....	....	55
Inland Points	....	....	257	942
Total	247	544	22972	35228



PRODUCTS OF THE WESTMORELAND SPECIALTY CO.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 21, 1911.

THE article printed elsewhere in this issue entitled "Advertising, and How to Go About It," by John A. Reddan, of Reddan-Brown, advertising specialists, contains so much that is valuable to wholesaler and retailer alike that it cannot fail to result in profit to those for whose instruction it is intended.

AN OBJECT LESSON.

TWO street peddlers were stationed a block apart on Park Place. One did a good trade in the fifteen minutes the writer watched him; the other did not make a sale. The first had his wares well displayed; the other had everything in a jumble. Two men at different times passed the second peddler and were passing the first when the orderly arrangement and neat appearance of the pushcart attracted their attention. The array was so tempting that each parted with a nickel almost before he was aware of it.

There is a lesson here to merchants of larger proportions. A well kept, cleanly, orderly, well-arranged store will succeed as against one that is not properly maintained. Some men have an innate appreciation of the fitness of things. Their sense of proportion and color is naturally developed, and instinctively they will array their crockery and glassware systematically and harmoniously. Others have a happy-go-lucky, careless way of displaying their goods, are not over-particular to see that they are clean, and trust to luck to have customers visit them.

If the man of loose habits cares to amend the existing order of things he has but to look around him. He cannot fail to note the difference between his own stock and that of his neighbors who have attractive displays. If he will observe closely what others do, read things that are written for his information and betterment, and examine himself and his ways of doing business, he will not be long in finding out that it pays not only to see that his stock is clean and properly arranged. but to carry a better and more attractive line of goods. He will read his trade paper for points, scan the advertisements to see what is in the market, listen to the advice of the salesmen who call upon him, and strive in every way to improve himself and his store.

PERSONAL.

AMONG the passengers on the steamer "Cincinnati" arriving from Europe on Sunday were Fred Achenbach, George C. Davis and Edwin B. Wakefield, the commission sent to Limoges by the Treasury Department in reference to the so-called Limoges list. Rumors are rife in the street that their departure from Limoges was rather sudden. It is said that they had an appointment for the afternoon of the day they left which they failed to keep, leaving on the noon train and not even bidding the American consul or anyone else goodbye.

⚜

W. J. Kennedy, recently with A. A. Bean, has been appointed city salesman for W. D. Finke, and will show his cut glass samples to the local trade.

⚜

Ozone Park, L. I. is growing very rapidly, and M Kawaler, who runs a furniture and lamp store there, is enthusiastic over its quick development. When in the District last week he bought quite a lot of lamps

⚜

Colonel M. G. Michael honored the District with his presence last week, and favored many sales agents with orders for his concern. the Michael Bros. Co., Athens, Ga. Cut glass and fancy china claimed his attention this trip.

⚜

T. J. Hughes is starting this week on his trip to the South with a complete outfit of samples from Edward Butler's various factories.

⚜

It is quite a few years since Harry B. Duncan, of the Duncan & Miller Glass Co., Washington, Pa., took a vacation, and realizing that one was due to him he took his wife and family to Atlantic City recently, to remain there until the end of the month. He made a hurried trip to New York last week to visit his representative, Paul Joseph, and look at the new

premises. Mr. Duncan said that they were receiving good orders from all sections of the country, and were very busy at the factory.

⚜

One of the old guard was in the crockery and glass district last week, and was effusively welcomed. George B. Stinson, of Paterson, N. J., is as active as any of the rising generation—in fact, the young men have to step lively to keep pace with him. He is a man with an active brain, and makes quick and accurate decisions—a characteristic that has done much to help build up the prosperous business he has created.

⚜

Bertrand Rhead arrived from Europe on the "Lusitania" Sunday and will go through the pottery centres with ceramic transfer sheets from Thomas Hulme. The latter has been making trips here himself, but owing to poor health has found it advisable to send Mr. Rhead, who is well known in this country, as his representative.

⚜

Edward Boote, who went abroad in time to see the coronation of King George V, arrived on the "Cameronia" on Thursday.

⚜

Martin Hoerr bought a goodly stock of fine china and cut glass for his jewelry store at Mankato Minn., last week.

⚜

James M. Hart terminated his engagement with J. D. Dithridge on Saturday last. The relations of these gentlemen have been particularly close and friendly, and their severance is regretted by both.

⚜

John J. Hines, with Blakeman & Henderson, will sail for Europe on the "St. Paul," leaving Saturday. He goes to visit the Limoges factories.

⚜

George Fry, the veteran glass man, was on a short visit to New York this week, making his headquarters with Fred Skelton.

⚜

On his initial trip as a representative of the Consolidated Lamp and Glass Co., L. I. Mott made a killing along the Hudson River. It looks as though he has a great future as a trade ambassador.

⚜

Automobiling is a pleasant way to spend an afternoon—sometimes. M. E. Lafferty, of Cox & Lafferty, bought a new fifty horse-power car a month or so ago, and last week the agent of the company called to see if the car was working all right. He suggested that they take a ride and he would demonstrate what the car could do. Leaving the centre of Brooklyn, they worked their way through the crowded parts of the city till they struck the open, and then headed for Babylon. They were gone just three hours, and the speedometer indicated 104 miles The instrument was only capable of registering sixty miles an hour, and for a good part of the time the needle was jammed against the pin as hard as it could stick. The demontrator said that there were times when they made seventy-five miles an hour. Mr Lafferty says he likes to ride, but no more speed tests, thank you!

⚜

Paul Duryea, secretary of the Cook Pottery Co., Trenton, N. J., is buying cigars for his friends these days and travels with his head well in the air. He says that Miss Duryea, who is not many days old, can be likened to nothing else in the world than an exquisite Dresden china cherub.

⚜

George E. Nicholson, who was for many years with the Plume & Atwood Mfg. Co., and is now representing the Wallace Mfg. Co. of Chicago, was in the city this week. He is enjoying a vacation, and while here is calling upon old friends in the District.

⚜

George Semler, president of Geo Borgfedt & Co., arrived home from Europe on Tuesday.

⚜

Ennosuke Jinushi, of Morimura Bros., is the happy possessor of an exceedingly pretty silver loving cup which he won as first prize in a golf contest last week over a number of contestants made up from the personnel of the firm. He won with a very good score, and is as much pleased over that as securing the prize, as it is only his second year at the game.

⚜

Henry Creange, who has been in Europe since July, arrived home on Sunday morning.

⚜

On his return from England, after visiting the factories there, John Shorter, Australian representative of Doulton's, is spending a few days with W. S. Pitcairn. This is Mr. Shorter's first visit to the States, and it is proving quite an eye opener. He is visiting the various stores and business establishments, and obtaining valuable pointers that he will able to turn to advantage at home. Mr. Shorter, who arrived on the Caronia on Wednesday last, will sail from Vancouver for Australia.

⚜

John Barney, with Alfred Moment, returned home this week after an extended visit to Europe.

⚜

George V. Millar, Scranton, Pa , while in New York last week spoke in most encouraging terms of business conditions in his section. For two years and a half now there have been no labor disturbances

in the coal districts, and the mines have run full; consequently there is much money in circulation. He is quite optimistic as regards trade for the rest of the year.



Thomas H. Howard, president of the Phoenix Glass Co., was a New York visitor this week.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for the week ending September 19, 1911.

BREMEN

2 packages glassware.....L Straus & Sons
97 " " .....Strobel & Wilken Co
41 " " .....Miscellaneous Orders
7 " earthenware.....Geo Borgfeldt & Co
1 " " .....Karl Hutter
57 " chinaware.....Strobel & Wilken Co
1 " toys.....Geo Borgfeldt & Co
1 " " .....F W Woolworth
364 " " .....Strobel & Wilken Co
2 " " .....Miscellaneous Orders

ANTWERP

71 packages toys.....Strobel & Wilken Co
53 " glassware..... " "
24 " chinaware.....

GENOA

40 packages earthenware.....H Creange
6 " " .....Miscellaneous Orders

HAVRE

6 packages chinaware.....Bawo & Dotter
68 " " .....Herman C Kupper
27 " " .....L Straus & Sons
27 " " .....H R Churchill
12 " " .....Wm Guerin & Co
51 " " .....Miscellaneous Orders
59 " glassware.....E Utard
10 " " .....Miscellaneous Orders

HAMBURG

93 packages glassware.....Fenesterer & Ruhe
5 " " .....Frank & DeKeyser
65 " " .....L Straus & Sons
25 " " .....Kmy-Scheerer Co
28 " " .....Bawo & Dotter
33 " " .....Strobel & Wilken Co
147 " " .....Miscellaneous Orders
6 " earthenware.....Bawo & Dotter
25 " " .....Koscherak Bros
59 " " .....L D Bloch & Co
29 " " .....Lazarus & Rosenfeld
20 " " .....E R Theiler
30 " " .....Eimer & Amend
9 " " .....F Bing & Co
85 " " .....Geo Borgfeldt & Co
221 " " .....Miscellaneous Orders
69 " chinaware.....Strobel & Wilken Co
48 " toys.....B Illfelder
21 " " .....Samstag & Hilder Bros
11 " " .....Knauth, Nachod & Kuhne
158 " " .....Strobel & Wilken Co
252 " " .....Miscellaneous Orders

LIMOGES

144 packages chinaware.....Theodore Haviland & Co

KOBE

31 package: earthenware .....L Straus & Sons
217 " " .....Miscellaneous Orders

LONDON

12 packages toys.....Strobel & Wilken Co

LIVERPOOL

5 packages earthenware.....Geo Borgfeldt & Co
2 " " .....E Boote
28 " " .....Maddock & Miller
34 " " .....G F Bassett & Co
12 " " .....R Slimmon & Co
10 " " .....L Straus & Sons
19 " " .....W S Pitcairn
48 " " .....F W Woolworth
5 " " .....Strobel & Wilken Co
30 " " .....Miscellaneous Orders
27 " chinaware.....W S Pitcairn
2 " glassware.....W H Plummer
71 " " .....Geo Borgfeldt & Co
36 " " .....Miscellaneous Orders
7 " toys.....Strobel & Wilken Co

SOUTHAMPTON

10 packages chinaware.....J H Venon
22 " " .....H Creange
5 " " .....Bawo & Dotter
9 " " .....Blakeman & Henderson
61 " " .....Miscellaneous Orders

HONG KONG

36 packages chinaware.....A A Vantine & Co
18 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

29 packages earthenware.....Jones, McDuffee & Stratton Co
3 " " .....Mitchell Woodbury & Co
10 " " .....Houghton & Dutton
1 " " .....Richard Briggs & Co
11 " " .....F W Woolworth
13 " " .....Miscellaneous Orders

LONDON

1 package earthenware.....Jones, McDuffee & Stratton Co

GENOA

1 package earthenware .....Stone & Downer Co
1 " " .....O Cu inano

ANTWERP

102 packages earthenware.....Jones, McDuffee & Stratton Co
16 " " .....Houghton & Dutton
1 " " .....American Express Co
12 " " .....Stone & Downer Co
4 " " .....First National Bank
107 " " .....L Wolf & Co
123 " " .....Geo Borgfeldt & Co
2 " " .....Miscellaneous Orders

HAMBURG

8 packages earthenware.....Jones, McDuffee & Stratton Co
8 " " .....E A Runnells & Co
13 " " .....American Express Co
4 " " .....F Euler & Co
144 " " .....First National Bank
10 " " .....Patterson Wylde & Co
6 " " .....Jordan Marsh Co
6 " " .....Stone & Downer Co
14 " " .....Ocean Transit Co
1 " " .....Richard Briggs Co
31 " " .....National Despatch Co
13 " " .....Bawo & Dotter
25 " " .....F W Woolworth
26 " " .....Mitchell, Woodbury Co
42 " " .....L Wolf & Co
14 " " .....R H Stearns Co
2 " " .....W N Proctor & Co
6 " " .....R F Downing & Co
85 " " .....Geo Borgfeldt & Co
12 " " .....Houghton & Dutton
144 " " .....Miscellaneous Orders

CHINA AND JAPAN

143 packages earthenware.....Miscellaneous Orders
100 " " .....Mitchell, Woodbury Co
50 " " .....Houghton & Dutton

Among the Potteries
East and West

East Liverpool and Vicinity.

What is considered the largest order for premium goods ever placed in East Liverpool was one for 60,000 fish and game sets—secured by H. E. O'Brien, of Chicago, and placed with two local manufacturers last week. Some of the sets call for thirteen pieces, others for only seven; the total order being for more than 500,000 pieces of ware. Specifications call for "best selected," no "seconds" to be admitted into the make up of any set. Delivery to start as soon as decorating kilns can be drawn.

* *

Anent the sale of American pottery for premium purposes, a bit of information cropped out here this week concerning the final disposition of these goods. The Lancaster (Pa.) "Examiner" is running a "$10.50 forty-five piece blue and gold decorated dinner set," which it gives to all new subscribers for $3.50 cash or in installments. The New Brunswick (N. J.) "News" is also running a forty-five piece dinner set—which it announces costs $10 and which it gives for five coupons and $3 50 cash. It is by this method that a great many other items are "given away" in the scheme trade.

* *

Among the buyers here last week were R. F. Gondert, merchandise manager for the Dodge Furniture Co., Akron, O., and J. H. Miller, of Huntington, W. Va. Both were buying goods for immediate delivery, and in rather liberal quantities.

* *

The Salem China Co. is making a specialty of nappies, and several new shapes and decorations have just been placed before the trade.

* *

W. T. Tebbutt, of the Crockery and Glass Credit Association, has returned home from a brief trip to Oklahoma City, "Found business in Oklahoma very good," he said. "American pottery lines appeared to be in great demand."

* *

W. T. Rawlings, a gilder at the Smith-Phillips China Co., whose work is confined to the "Princess" dinner shape of this concern, submitted a number of poster designs and decal patterns in the art contest at the Tri-State Fair held here last week, and as a result won six first prizes and five seconds. The Smith-Phillips Co. is doing all it possibly can to develop home talent.

* *

The combination business men's lunch tray recently gotten out by the Taylor, Smith & Taylor Pottery Co. has proved one of the winning specialties of the season. It may be had either decorated or plain.

* *

The East Liverpool manufacturers will not crowd themselves in presenting new decorations at the year end. One said that in his opinion a firm could have too many, and that it would be better to just continue with the best selling treatments, adding only a few new ones.

* *

T. A. McNicol, sales manager of the Potters' Co-Operative Co., has returned from a short Eastern business trip.

* *

Another effort is to be made to increase the salary of Frank Hutchins, first vice-president of the National Brotherhood of Operative Potters. All the other high officers received a boost in wages except the Trenton representative. The claim is that the Western operatives "slapped" the East, and now the question is to be opened again.

* *

Although there is some inquiry for souvenir and calendar plaques for the year end delivery, the demand is by no means up to that prevailing several seasons ago. There are only a few potters in the district catering to this line of trade this year.

* *

W. H. Fisk is now representing a new line of Missouri ball clays in the local district. Samples are being distributed to all manufacturers in the territory.

* *

A number of "outside" potteries are in need of help, and George Hulne of Crooksville spent several days here last week in an effort to induce local work-

men to go to that place. There has always been more or less trouble to secure operatives for plants outside large pottery centres.

Niles, O. Some of the employes of the Tritt China Co. left their benches a few days ago when they "demanded" better working conditions, better drinking water, and a better understanding as to their work.

Roseville, O. Ransbottom Bros., who operate the largest stoneware pottery in Ohio, have let the contract for the erection of a three-story brick addition to their present capacity.

New Lexington, O. With a capital stock of $50,000 the New Lexington Pottery Co. has been formed for the purpose of manufacturing white ware, stoneware and tiles. Construction on the new plant is to be started at once. The new company is composed of W. H. Brown, F. P. Childs, G. T. Drake, E. W. Lewis, T. J. Tracy, C. E. French and George A. Forquer.

Philadelphia, Pa. The Yellow and Rock Pottery Co has just completed its new clay plant, and hereafter a feature will be the manufacturing of a red body for teapots. One set of molds has been made, and the line will be placed on the market by October 1. A new decorating shop is to be erected, and it is the intention of the company to place a line of decorated jet pots on the market of a superior quality to any now shown. Business with this concern is very fair.

AT PITTSBURGH.

THERE has been a decided improvement in the Pittsburgh jobbing trade during the last ten days, a large number of buyers having visited the local sample rooms. There is a tendency to purchase more liberally, both in quality and quantity.

* *

Japanese lines have been in demand this season. "Outs" are becoming numerous. and the late buyer will find it hard to make good selections.

* *

"Trade is starting in well, and people are buying more liberally," said Thomas A. Neely, with Boggs & Buhl. "It used to be only requirements, but now people are buying a little more than mere absolute wants. Open stock dinner ware and cut glass are moving nicely." Mr. Neely placed a new electric portable on display this week which is attracting considerable attention. It is made by the Benedict Art Studio Co., of East Syracuse, N. Y. Illumination is obtained through two panels of crystal glass between which floral-patterned chintz or cretonne is placed. The pieces of fabric are easily removable, and others may be substituted to suit the taste.

* *

The new department store of B. White at Sandusky and East Ohio streets was opened last Thursday. The china, glass and housefurnishings department, which is very well arranged, is in charge of B. Mosher, formerly a buyer in McKeesport.

* *

One of the most attractive displays of china, glass and art wares ever arranged in this city was made at the McCreery store during the past week, during the celebration of the seventh anniversary of this firm in Pittsburgh. The department is in charge of Howard Phillips.

* *

Mr. Ebeling, of Ebeling & Reuss, Philadelphia, opened his fall display at the Colonial-Annex late last week.

* *

"We are having an excellent trade on all our lines," said Manager B. F. Pritchard, of the local sample rooms of Bawo & Dotter.

* *

B. C. Miller, representing the Koch Co., Baltimore, opened at the Colonial on his way home from an extended Western trip during which he says he had an excellent trade.

* *

There has been considerable activity at the local sample rooms of Kinney & Levan. The cut glass lines of this house are a very effective feature of the display.

AT ST. LOUIS.

W. A. SCOTT, representing the East Liverpool Potteries Co., did a nice business in the Mound City and then departed for Springfield, Ill., and other northern points.

* *

Wm. Hugh and C. Roberts, representing S. A. Weller, were among recent guests at the Southern. Also Geo. Pugh, of the Mayer China Co., Beaver Falls, Pa.

* *

C. Hauser, representing Bawo & Dotter, New York, stayed in the Mound City over two weeks and took with him a fine bunch of orders for housefurnishings, Parisian specialties, electroliers, and Elite hand-painted china. Mr. Hauser will return the latter part of October.

* *

R. Niehaus, buyer for Mermod, Jaccard & King's glass and china department, has returned from a New York buying expedition.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Increased capacity is demanded by the Pennsylvania Glass Co., of Jeannette, which is making a special feature of lighting goods. A new factory is to be erected occupying a site 100 by 30 feet, and a new lehr and decorating shop will also be put up. It is planned to double the output of this plant. A new feature in lighting glassware to be put out will be an iridiscent line, the first pieces of which have just been made and present a novel effect.

Walter Lindsey, who is working the Northwestern trade for the Duncan & Miller Glass Co., has written to Pittsburgh friends that he is in better health than for many years. 'I'm doing a fine business, and it feels good to be back in harness after being off the road for almost a year," he adds.

"Just came back to the office for a few days to see how things were moving," said D. C. Ripley when he reached the Ripley Glass Co. from his summer home at Lakewood, Chautauqua. During his visit here he attended a meeting of the Glass Association.

The following salesmen have returned from their early fall trips showing United States Glass Co's lines: W. F. Jones, S. R. Frazier, W. I. Campbell and W. J. Dillon.

W. J. Ford, in charge of the china and glass department of Burley & Tyrrell, Chicago, was a recent visitor in the district, placing orders for glass for early delivery.

Nine new shapes in lighting glassware are being shown by the Consolidated Lamp and Glass Co. The treatment is an imitation cut pattern, in both floral and fruit designs. In this new line, which is the only one of its character on the market, are gas and electric shades, balls and ceiling bowls.

S. Levy, a local broker, paid $4,000 for the stock and chattels of the New Method Art Glass Co. when the business was offered at receiver's sale a few days ago. There are some claims for labor against the concern, and the attorneys freely admit that there will be very little left for distribution among the creditors. The building occupied by the company was not sold.

Although an increase in the price of lantern globes has been announced, there does not appear to be any decrease in orders. Factories in this district making these lines report a very good trade and the demand increasing.

Light cuttings in tumbler and stem ware lines have the call. Department store managers say there is less demand for the heavy cut tumblers than a year ago.

Robert Rawsthorne, the well known engraver, has been nominated for Mayor of Pittsburgh by the Prohibition party. The primary election will be held Sept. 30. Mr. Rawsthorne is well known in church circles here, having for years been prominently identified with the Methodist denomination.

T. Gillespie, general manager of "The Fair," Sturgeon, Wis., spent four days here last week among the glass factories and looking after import lines.

S. F. Elkins has returned from a trip into Northwestern Pennsylvania and Northeastern Ohio for the Krakno Glass Co. Several new shapes in decorated gas and electric shades are being shown by this concern.

The Fostoria Glass Specialty Co. has just forwarded the trade one of the largest catalogues of lighting glassware ever issued. The book is of very convenient form, consisting of 100 pages, handsomely illustrated and neatly bound. The buyer will be hard to please who cannot find all that is required for a modern stock within its pages.

M. E. Trimble, long connected with the General Electric Co. and the New York Edison Co., and a well-known illuminating engineer, has taken offices n the Tilden Building, 105 West Fortieth street New

York, where he will hereafter represent the lighting lines of the Jefferson Glass Co., Follansbee, W. Va. A complete line of the illuminating goods of the Jefferson will be maintained in New York hereafter.

Notwithstanding the high cost of refined sugar, manufacturers of jars report a heavier demand for the product this year than during the 1910 season. Many are behind on orders, but are making all effort possible to get "caught up."

It is said that Dr. Haskins, of the Haskins Glass Co., Wheeling, is to run for Mayor of that city at the next election.

THE CONDITION OF BUSINESS.

New York

Business from the men on the road continues very fair—in some cases exceptionally good—and mail orders are very satisfactory from nearly all points of the compass; but the wareroom trade, except in the stock houses, is dull. The stock houses report that their business is ahead of last year for this month.

Agents of the domestic factories report good business. Some of the glass men say they are doing a land office trade. There is a decided scarcity of blown goods. So far as we can ascertain, every factory making this particular kind of ware is behind on its orders.

The five and ten cent houses and the scheme goods men are buying more liberally than a year ago.

The domestic potters report an increasing trade from week to week.

The lamp men are all fairly busy.

Cut glass is in more request, and some of the houses that were complaining a week or two ago now say they are getting more business.

Importers of English earthenware, with one or two exceptions, have not as yet sent their travelers on the road. Indications, however, are for a better demand than last year.

Only a few of the French china salesmen are out. Those that are report that they are taking good orders for spring delivery.

Retail trade in this city has improved to a material extent, and some good sales are reported. The department store men, however, are not in the market to any appreciable extent, buying only from hand to mouth. Nevertheless, while these orders are small, they are spread over so many lines and to so many different housesthat they aggregate a considerable amount in the end.

Retail trade in New England has also improved, and we get good reports from Philadelphia and Baltimore. In the West the smaller cities and towns are doing well, and while there is some trade in the larger places it is not as big in proportion as in the towns of less population. From the Pacific Coast we get excellent reports, and Canadian merchants are also exceedingly busy.

Trade conditions throughout the country are perplexing. Everybody says that business should be good because the crops are all right and labor is well employed. The steel industry has improved, the cotton mills are all working, and the railroads are showing larger gross returns than ever. Another good sign is that our exports of manufactured goods are the largest in the history of the country.

While everybody is complaining of the high cost of living, which means that everything used is sold at a higher price, crockery and glass alone stand at the same level as five years ago, and in some cases even lower. So, whatever volume of business is done, the profits are small because raw materials have advanced and labor is as high or higher. The only remedy is an advance in prices all along the line. If the dealers in other commodities can get more money by asking for it, it does seem as if the importers and manufacturers of crockery and glass should be able to get a fair profit in return for their brains, money and labor.

Pittsburgh and Vicinity.

While many glass manufacturers say that orders have been a little "short" during the past week, the fact remains that all plants are on the active list. Staples are moving nicely, while blown ware is in heavy demand. Light cut ware is also selling well, and the heavy cut lines are having a better call. Orders for late fall deliveries are starting to pile up rather rapidly.

East Liverpool and vicinity.

As a general rule the business condition among the Western potteries is not up to the standard this season that many manufacturers anticipated. While orders are not small, they could be considerably larger. There is a tendency in many cases to buy along conservative lines. The premium business is good, however. Collections are somewhat backward. Plants are in operation, but not to full capacity.

LATEST LIMOGES CREATIONS.

THAT these trade marks GDA FRANCE and CH. FIELD HAVILAND LIMOGES stand for quality is well known by every china buyer in the country. Therefore when we state that the Haviland & Abbot Co. has placed upon the market eight or ten new open stock patterns it is superfluous to say that they are good ones. Below is an illustration of one of them.

The colors in this design are most harmonious. The dark petals are a rich carmine, while the rest of the design, the foliage, is subdued green, each separate group being connected by a delicate tendril of gold, and the whole outlined with a fine gold edge. This is confined within two gold bands supported by fainter lines.

The Haviland & Abbot Co. is preparing a catalogue that will be sent on application to anyone interested. It is a comprehensive publication containing much useful information and many illustrations.



NEW OPEN STOCK PATTERN BY THE HAVILAND & ABBOT CO.

The other designs, while different in character, are equally good. They are on the "Vienne" shapes, both Nos. 1 and 2—the former having half matt or stippled gold handles and plain oval English dishes, or dishes with a closed-handle effect. The others have open handles.

The illustration in the concern's advertisement on another page gives an excellent idea of the designs of the other new lines. These are carried out in delicate pinks, greens and reds, with the necessary touches of gold to give richness. One extremely attractive conception, unique on account of its color, is the after-dinner coffee in the centre of the picture. This is carried out in light buff—very rich, yet quiet and refined.

The only way to get a proper idea of these goods is to see them. They will then be admired for their true worth, and appreciated for their commercial as well as artistic value. The prices vary according to the decoration, and come within the range of nearly every class of trade.

INDUSTRIAL SECRETS.

OUR ancestors had little faith in patent laws to protect their rights in inventions. What they discovered or invented they concealed. Workmen were put upon oath never to reveal the process used by their employers. Doors were kept closed, artisans going out were searched, visitors were rigorously excluded from admission, and false operations blinded workmen themselves. The mysteries of every craft were hedged in by thick-set fences of empyrical pretensions and judicial affirmation. The royal manufactories of porcelain, for example, were carried on in Europe with a spirit of jealous exclusivenes.

His Majesty of Saxony was especially circumspect. Not content with the oath of secrecy imposed upon his workpeople he would not abate his kingly suspicion in favor of a brother monarch. Neither king nor king's delegates might enter the tabooed walls of Meissen. What is erroneously called the Dresden porcelain was produced for 200 years by a process so secret that neither the bribery of princes nor the garrulity of the operatives revealed it.

Other discoveries have been less successfully guarded, fortunately for the world. The manufacture of tinware in England originated in a stolen secret. Few persons need to be informed that tinware is simply thin iron plated with tin by being dipped into the molten metal. In theory it is an easy matter to clean the surface of iron, dip it into a bath

boiling tin, remove it enveloped with a silvery metal to a place for cooling. In practice, however, the process is one of the most difficult in the arts. It was discovered in Holland, and guarded from publicity with the utmost vigilance for more than half a century. England tried in vain to discover the process until James Sherman, a Cornish miner, made himself master of the secret and brought it home.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

AN experienced cut glass salesman in touch with all Southern trade, who can deliver the goods, is open for engagement. Correspondence solicited. Address Box 768, this office.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

D. E. McNicol Pottery Co.

EAST LIVERPOOL, OHIO,

Beg to announce that the NEW YORK sample rooms are now located at

25 West Broadway,

A. C. DORNER, Representative.

Boston sample rooms located at

122 Pearl Street,

CHASE & FRANCIS, Representatives.

Full and complete lines are always maintained in each office.

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CROCKERY & GLASS JOURNAL

NEW YORK, SEPT. 28, 1911.

THE GOLF TOURNAMENT.



IN the regular annual tournament of the crockery and glass trade, played on the links of the Dyker Meadows Golf Club, Bay Ridge, Brooklyn, on Wednesday, September 27, the contest for the CROCKERY AND GLASS JOURNAL Golf Trophy resulted in a tie between L. S. Owen and Kennard L. Wedgwood, both scoring 179. A toss-up gave the cup to the former, the president's trophy then naturally falling to Wedgwood. The medal presented by the "Salesman" was won by J. Meredith Miller with a score of 170.

The eight contestants teed off shortly before ten o'clock, and began the first round in the following order, with the handicaps as indicated:

A. S. Higgins (10), J. D. Dithridge (15).

K. L. Wedgwood (15), L. S. Owen (18).

Thos. Smallwood (20), W. W. Magee (18).

J. M. Miller (15), A. A. Bean (15).

Higgins started off beautifully, and the drive of Dithridge was equally good.

Wedgwood's ball took an unexpected turn on the way to its destination, and landed wide. Owen made an excellent start.

Smallwood got away in good style with a low drive that went well on its way, while Magee's opening stroke sheered off a little to the left of its objective point.

Miller was in good form and sent the ball high in the air, and Bean followed with a fairly good shot, although a little wide of the desired place.

Higgins made the first hole in 6, the second in 5; Dithridge the first in 8, second in 6; Wedgwood, first 8, second 7; Owen, first 7, second 7; Magee, first 9, second 11; Smallwood, first 7, second 7; Miller, first 7, second 7; Bean, first 5, second 6.

On the completion of the first round luncheon was served in the new dining room of the club house. The table was tastefully decorated with Michaelmas daisies, and at the plate of each player was a favor, presented, through the courtesy of Bawo & Dotter, by the CROCKERY AND GLASS JOURNAL—a "Foozle"—with wishes for good luck. The luncheon was excellently served, and the golfers, with appetites sharpened by the morning's work, certainly did it justice. Tom Smallwood's hunger developed around the sixth hole, and by noon had reached alarming proportions.

After luncheon the players started off in foursomes, and had not been out half an hour before an uncomfortable rain set in. Around five o'clock the first foursome holed out, but it was nearly an hour later when the others completed their round.

Following is the score:

	Handicap	Net
A. S. Higgins	10	183
A. A. Bean	15	181
J. D. Dithridge	15	181
K. L. Wedgwood	15	179
J. M. Miller	15	170
L. S. Owen	18	179
W. W. Magee	18	219
Thomas Smallwood	20	222

FROM THE CADDIES' POINT OF VIEW.

Better scores would undoubtedly have been made had the weather been more propitious. The stiff breeze which blew from over the Bay interfered sadly with a number of drives.

* *

Arthur Bean was not in good trim in the morning. That was because he had no faith in the "Foozle."

* *

The course is a rolling one, and is considered one of the best in the country. The old Dyker Club has turned out some good players, such as Fred Hereschoff, Marshall Whitlatch, James Taylor and Thomas

Eddy. Jerome Travers is an honorary member of the club. The record of the 18 hole course for amateurs is 73, made by the club champion, Marshall Whitlatch.

* *

Kennard L. Wedgwood "showed the mettle of his pasture," for they certainly play good golf on the other side.

* *

The president's trophy, a handsome stein, will be handed to Mr. Wedgwood by Mr. Bean as soon as the latter can obtain a duplicate of the original presented by R. E. L. Wells. Arthur says that if the string had been more secure the stein would not have found its way to the pavement.

* *

At the end of the first half the betting was in favor of Higgins and Dithridge. Which only goes to prove that you can't always tell.

* *

Many little side bets were made, and a number of balls changed hands.

* *

Kennard L. Wedgwood was anxious to take home some evidence to his wife that he had won a prize, but all that he saw of it was a small fragment that A. A. Bean tantalizingly showed him, but would not allow him to take.

* *

W. E. Wells and E. M. Knowles, of East Liverpool, were both expected to be present, but were unable to spare the time away from business.

* *

Could a combination of Miller's drives and Bean's putting be made they might challenge anyone and give a good handicap.

* *

There never appeared on any golf links so apologetic a batch of golfers. The score will give the reason. Everyone had some excuse why he did not play his usual game. Arthur Bean had the best; he was worrying over the broken trophy that the president had intrusted to him.

* *

The "Foozles" were destined to fill a mission that had not been taken into consideration. Those who wished to "stand in" well at home decided to exhibit them as rewards for their excellent play.

* *

The gallery was so enthusiastic that many of the players had to ask their admirers to step back a little so that they could swing their clubs. During the



THE LINE-UP.

morning it consisted of one representative of the crockery district, who because of the loneliness wished his name withheld, and three journalists. In the afternoon it dwindled to two newspaper men, but was later augmented by the addition of the JOURNAL'S staff photographer and his assistant.

* *

There is nothing like a little encouragement to make a man do his best. While Owen was preparing for an approach in the neighborhood of the soldiers' quarters, one husky shouted across the green: "Hit her up, old man!" And he did, making one of the best drives of the day.

* *

The use of the links was obtained through A. A. Bean, who is a member of the Dyker Meadows Golf Club.

* *

The foursome played by Wedgwood and Higgins versus Owen and Dithridge was a game within a game, the contestants playing against themselves as well as competing for the trophies. Their game was one ball on each nine and one for the match.

* *

A. S. Higgins motored over in his car, having with him Dithridge and Owen.

* *

L. S. Hinman was sorely disappointed at his inability to get to the game. But business is business. Some customers from out of town made it imperative that he should remain at his office.



PRESENTING THE "FOOZLES."

It was getting dark when the last foursome holed out, and the JOURNAL'S staff photographer had difficulty in getting a picture of the winners.

* *

In spite of the slim attendance, it was a most enjoyable affair. All said they had a bully good time and were glad they came.

* *

W. S. Pitcairn, who had promised to be on hand, received a wire which necessitated his going to Chicago to attend the jobbers' meeting.

None of the staff of the JOURNAL has taken up golf seriously, but after this season's tournament some are seriously considering it, and have a vague notion that they might be in the running.

AT CHICAGO.

THE trade here is much elated over the increase in business during the past two or three weeks. When the traveling representatives started out about the first of the month they hardly knew what to expect, but their hopes were realized almost from the start, and conditions have continued to improve ever since.

* *

Practically everybody connected with the Burley & Tyrrell Co. is back at his desk after the summer holiday, and all the roadmen have gone to their respective territories.

* *

Albert Pick & Co., who cater to the hotel and saloon trade exclusively, are perfectly satisfied with results since the cool weather set in and are continually adding new staples and novelties to their offerings. All the heads of departments have returned from their vacations.

* *

Paul Fueslein, local manager for Bawo & Dotter, has greatly improved his showrooms by putting up slanting shelving on which the latest designs in salad dishes are being displayed at present. He is continually receiving new lines, the latest being Sheffield plate. O. A Gerst, who looks after dolls and toys, left town recently to cover his territory, and writes that business has so far been beyond all expectations. E. Brennon started Wednesday with four trunks of the newest designs in crockery and glass, and will make Peoria, Springfield, Decatur, Champlain, Streator, Rockford, and other towns before returning.

* *

E. Eschwega, local manager for Louis Wolf & Co., is optimistic as to future business, and is confident that the improvement from now until the holidays will more than make up for the somewhat slug



AWARDING THE TROPHY.

(We make no apologies to this picture. Considering the fact that it was almost dark and the wind blew half a gale during the time of exposure, we were fortunate in obtaining anything.)

gish start. John H. Diehl, one of the firm's salesmen, started out Monday to "cover" Michigan.

* *

A. J. P. Anderson, in charge of the Strobel & Wilken Co.'s local showrooms, is not displaying any china or glass, having given up his entire space to toys. He has probably the largest display of toys in the city.

ON THE PACIFIC COAST.

THE decorating force at Samish's Stockton street studio is now actively engaged in preparing a large line of souvenirs for President Taft's visit and the ground-breaking exercises of the Panama Pacific Exposition, which take place the middle of October. The design consists of a picture of President Taft and the Exposition seal, with a crossed flag and shovel below. The line will include steins, plates, cups and saucers and smaller articles.

* *

The September sale at Nathan Dohrmann's opened last week, and Mr. Meyer says they are doing a very active business. The store has been entirely rearranged, the entire art department now being on the first floor. This line occupies more than half of this large space, the other portion being given to the fine dinnerware. The mezzanine floor is now occupied by kitchen ware, making this one of the largest kitchen ware departments in the city.

* *

New samples of roemers just received by the American Import Co. have opened up very satisfactorily, and Mr. Cramer says that the company expects to do a very extensive business with them.

* *

J, Blankfield, representing the Sweeney Mfg Co. of Brooklyn, is expected in San Francisco the first of next week.

* *

Mr. Heineberg, of the Cowen-Heineberg Co , is back from a short vacation trip and is getting things in shape for the fall campaign.

* *

H. Cronemeyer, local representative of Bawo & Dotter, is back from a very successful trip through the northwest territory. His next trip, which will be made within a few days, will be to Los Angeles and other southern points.

* *

The large stock of china, glass, pottery and kindred lines purchased in the Eastern market by Mr. More, of the Hale Brothers' store, is coming in, and arrangements for the special sales beginning with the present week are about completed.

* *

Manager Hermanse, of E. P. Charlton & Co.'s 5, 10 and 15 cent store on Market street, says that the results of the opening held last week were far beyond expectations. Two long counters devoted to china and a row of shelves filled with glassware were entirely sold out the first day, as well as all the pottery and glassware used in the window decorations.

* *

The Southern California Crockery and Glassware Co. has been formed in Los Angeles, and will work in connection with the San Francisco Crockery and Glassware Co., handling the Lancaster Glass Co.'s and the Westmoreland Specialty Co.'s lines. C. A. Bacon, manager, says that these lines have had a good sale in the South since their introduction there. He expects to go East before long and visit the factories of the Cartwright Bros. in East Liverpool and the Lancaster Glass Co. at Lancaster, O.

SALESMEN'S ASSOCIATION NOTES.

FOR nearly twenty years Albert E. Snow has been associated with the Pottery, Glass and Brass Salesmen's Association—in fact, he was its first treasurer. Little did he think when assuming that duty that in a few years there would be about $10,000 in the treasury. It was with the utmost difficulty in those days that enough money could be collected to pay the death claims, and in many instances the officers and members had to go down into their own pockets to make up the deficiency caused by the shortcomings of their fellows.



ALBERT E. SNOW.

The building up of the association has by no means been an easy task, says Mr. Snow, and only by the constant and faithful work of its officers has it assumed its present strong financial standing. The officers all have stood as watchdogs of the treasury, and have conserved its interests in a wonderful manner.

Mr. Snow has always been an enthusiastic member, and although at times he has been away from the metropolitan crockery and glass district, he has never failed to plug hard for new members. He was president of the organization in 1910, and is to-day a member of the board of management. It is such conservative business men as Mr. Snow who have been the means of putting the association on the safe financial footing that it is on to-day.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 28, 1911.

FIGURING PROFITS CORRECTLY.

A MERCHANT who was doing business under heavy expense—he estimated it to be twenty-five per cent—thought he was breaking even on some of his advertised lines when he sold them at a profit of twenty-five per cent over delivered cost. One day the sheriff took possession of his store, and an expert accountant spent three hours demonstrating to the puzzled retailer that he had been losing five per cent on the lines because of his inability to figure profits correctly.

A number of small dealers are year in and year out figuring profits on the wrong basis. If you are figuring your cost of doing business on gross sales and your percentage of profit on the price you pay for merchandise, your reckonings are wrong. If an article costs $1 and you sell it for $1.25, or twenty-five per cent more than it cost, and your selling expense is twenty-five per cent, you will find you are five per cent to the wrong side of the ledger.

If an article costs $1 and you fix your selling price at fifty per cent more—your cost of doing business being still twenty-five per cent—you have made just eight and one-third per cent.

The trouble arises from figuring percentages on cost price, whereas they should be based on the selling price. In other words, both profit and cost of doing business must be figured from the same thing—the price at which the goods are sold.

If the overhead and other expenses attached to retailing are fifteen per cent, and you desire to make a profit of, say, twenty-two and a half per cent, you must add an average of sixty per cent to the cost of the goods.

PERSONAL.

AFTER a short visit to Cambridge, O., William Dealing comes back to New York feeling very much like the man who said he "would rather live in an ash barrel in New York than be King of West Virginia." He had a very pleasant visit at the Cambridge Glass Works, but he says Cambridge isn't New York.

In order to buy premiums for his large scheme business, E. E. Linke, who controls a chain of stores in the tea, coffee and dairy produce line, visited the District last week and made extensive purchases of china and glass.

The sales agents are always pleased to welcome Fred Swasey, and when he paid them a visit last week he received the usual ovation. Although a "good fellow," he does not let that interfere with business; consqeuently Swasey & Co., of Portland, always buy at the right figure.

A H, Ledden is spending the week in Philadelphia, Baltimore and Washington.

H. Holmeren, who was in the District last week buying for the Denver Dry Goods Co., eluded one or two of his friends, much to their chagrin.

Thoroughly recuperated from his throat attack, "Sandy" Ehrlich is again plugging away with the McKee samples for Thos. G. Jones.

After a busy buying season H. A. Koll, with the Hamburger Co., Los Angeles, left New York the latter end of last week.

H. L. Heintzleman, of the Monongah Glass Works, visited Frank Miller, his New York representative, last week. He says they are building two two new furnaces at the factory to keep up with orders.

Harry E. Buermeyer, is traveling through the West for the United States Factories Co., with general offices at 180 North Dearborn street, Chicago. He was in Milwaukee last week.

Tunich & Miller, who have succeeded Harry A. Webb at Greenwich, Conn., were represented in the District a few days ago, making many purchases.

Paul Haviland is home from a visit to the factory of Haviland & Co., Limoges, France.

W. H. Gibbs, cut glass manufacturer of Stroudsburg, Pa., was visiting W. D. Finke, his New York

representative, this week. He says his factory is runing full, with good prospects for the rest of the season.

Edward Boote, who returned from England last week, reports that the business at the potteries is excellent, both for home consumption and the colonial trade.

M. A. Mustin, of Madison, Ga , was accompanied on his annual trip to New York this year by his brother-in-law, who has a jewelry business in the same city. Mr. Mustin confines himself exclusively to china and glassware.

O. D. Chapman, of Coldwater, Mich., who has added some lines of glassware to his stock of jewelry and fine china, was in the city recently making purchases.

Charles E. Cardon, with J. H. Venon, has started on a short tour through the Canadas with new lines of French china and Swedish glass.

A. Peiser is in town placing orders for E. Offner, New Orleans. Mr. Peiser, who is a son-in-law of Mr. Offner, is not a frequent vis tor to New York; consequently he is all the more welcome. Mr. Offner elected to stay home this time.

E. D. Bartholomew, buyer for Wm. Hengerer & Co., Buffalo, who arrived in New York on Monday morning, says that he has largely increased the space in his department, and divided a portion of it into rooms where each class of goods is shown by itself. He claims that he has the finest arrangement for displaying china of any store in the country.

F. B. L. Jones, formerly with Higgins & Seiter, was browsing around the District during the week, visiting his friends.

Fred T. Moore, managing director of Cauldon's Ltd., arrived in New York on Friday and is the guest of Edward Boote. He will spend about two weeks in this country, visiting Philadelphia, Boston and Toron to before departing.

J. Wolf, who travels for Albert Pick & Co., Chicago, was in New York this week.

Edward Unger, who has just returned from a New England trip, says that a feeling of confidence pervades that territory since so many of the mill hands have returned to work. He found the buyers and dealers in a most receptive mood, and they placed orders liberally.

Wm. P. Graham starts on a trip to Chicago this week.

Going on a handshaking expedition, is the way P. J. Handel describes a trip that he is taking with Mrs. Handel. At Chicago he will call upon J. E. Austin, the Middle West representative of the Handel Co.; from there he will go to Mussel Shell, Montana, to visit relatives, and then on to Webster City, Iowa. He will be away two or three weeks.

John B. Barney, formerly with Alfred G. Moment, and who has just returned from France, has accepted a position with J. Ollivier, a prominent china merchant in Mexico City, and is already there.

After seven years of faithful and conscientious work for W, D. Finke, Miss Jess Gill is forsaking the business world. There is no need for her to toil, and she proposes to enjoy her home life from now on. Mr. Finke cannot speak in high enough terms of his retiring assistant, and only with great reluctance does he part with her.

John V. Storck, with B. Gunthel, will leave Sunday afternoon for Baltimore, Washington and Philadelphia. He will be gone about two weeks.

Frank R. Martin, of the Cowell & Hubbard Co., Cleveland, made one of his welcome visits to New York this week, arriving Wednesday.

Louis Reizenstein, of Pittsburgh, came into New York Thursday morning, and with his usual energy covered half the District in half a day, leaving good orders with some houses.

Louis A. Carter, buyer for Snellenburg's, Philadelphia, was a large buyer at the sale of the Dunn Dome and Fixture Co.'s effects last week.

On his recent visit to this city, F. M. Williams, with the Grennen Co., Birmingham, Ala., showed himself well grounded in crockery and glass lines owing to his long training and association with his father, who ran a similar business in the South.

After studying catalogues and getting familiar with goods, Floyd J. Youngs has made several voyages of discovery among the buyers, with the result that he is satisfied he can sell the glass of his employer, J. D. Dithridge.

William Dealing, who has been making a visito the factories which he represents, stopped off at Washington, D. C., on his way home. It was his first visit, and he says that he has made the mistake of his life in not going there before. He says that every American citizen should see the Capitol City.

OHIO POTTERY BURNED.

FIRE caused a loss estimated at $75,000 to the plant of the Ohio Pottery Co., Zanesville, O., last Saturday. All the buildings were damaged, together with large stocks of goods.

AT BOSTON.

GENERAL business has livened considerably during the past week, the average opinion being optimistic, not for a rush of business, but a good steady demand.

Waldo B. Whiting, proprietor of a dry goods store at Milford, Mass., has purchased the stock and good will of Albert W. Gould for $8,000, and the two will be merged into one store. Mr. Whiting has secured the services of W. T. Harris as manager. Mr. Gould has been selling glassware for twenty-five years at Milford, and is well known among the trade.

I. Goldstein, who is enlarging his store at Ware, Mass., putting in a larger line of crockery and glassware, was a welcome visitor this week.

James F. Leary, with the "Outlet," Providence, was in town this week renewing depleted stocks.

Gardner Brewer, the well-known jobber at Burlington, Vt, who usually purchases in carload lots, visited the trade this week.

Mr. Aldrich, salesman with Thomas Long Co., has returned from his vacation.

G. J. Robinson, glass buyer for the Jordan Marsh Co., has returned from the White Mountains.

M. A. Murphy, with A. Weiskopf Co., agents for the Greenwood Pottery Co., Trenton, has returned from his vacation at Gloucester.

Robert Corey, salesman with the Mitchell, Woodbury Co., has returned from a trip through Michigan and New York.

George K. Marshall, with Henry T. Edwards, the Fostoria Glass Co. agent, has just returned from Connecticut and Western Massachusetts with good-sized orders. Mr. Marshall will run through Maine and Eastern territory next week.

Miss Leah Pike, assistant to J. J. Jacklin, buyer for the Henry Siegel Co., is in town again after her Maine vacation.

Herbert E. Burrage, treasurer of the Wells-Burrage Co., is back from the Cape. Alfred G. Woodward, salesman, has also returned.

Harry L. Stewart of Boston has purchased the Harry M. Hollander Co. store at Holyoke.

The Congress Home Furnishings and Novelties, Co. has been formed at New Haven, Conn., with a capital stock of $25,000.

Walter J. Kane will carry on a general merchandise and jobbing business at 369 Park avenue, Worcester, under the name of The Beaver Mfg. Co.

Among the buyers in town this week were: Mr. McKee, for the Canton Stamping and Enameling Co.; Mr. Sanborn, of Burroughs & Sanborn, Lynn., and William H. Rudderham, with Almy, Bigelow & Washburn, Beverly branch.

Harry and Abraham Aronson will carry on business at 109 Kingston street under the name of the High Art Mfg. Co.

The packing rooms of the Jones, McDuffee & Stratton Co. present a busy scene just now—over thirty packers being employed.

NEW BUYER FOR DANIELS & FISHER CO.

IT is announced that Fred W. Sinclair has been appointed buyer for the Daniels & Fisher Co., Denver. Mr. Sinclair was connected with Geo. F. Bassett & Co. for many years. He has an excellent knowledge of goods, is a clean cut, conscientious young man, well known and well liked in the trade.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Sept 9,'11	Corresponding period 1910	Exports Jan. 1 to Sept 9,'11	Corresponding period 1910
Boston	117	211	5646	5415
New York	2	210	4872	5849
Baltimore	232	400	7794	10501
Philadelphia	70	38	3101	4415
New Orleans	5	....	664	1669
Newport News	...	....	43	183
San Francisco	157	....	399	...
Portland (Me.)	....	....	545	1029
Galveston	....	34	731	1178
Portland (Or.)	....	....	....	....
Inland Points	....	....	879	1430
Total	583	893	24674	31669

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Sept. 9,'11	Corresponding period 1910	Exports Jan 1 to Sept. 9,'11	Correspond ing period 1910
New York	2	210	4663	6315
Boston	117	211	5614	5136
Philadelphia	70	38	3079	4164
Baltimore	232	400	7789	13261
San Francisco	157	....	372	151
New Orleans	5	....	618	1939
Portland (Me.)	....	....	389	1943
Galveston	...	34	731	1265
Newport News	....	....	43	950
Portland (Or.)	....	....	....	55
Inland Points	....	....	257	942
Total	583	893	23555	36121

The New York Crockery and Glass District.

THE department store buyers are approaching the market with a greater degree of confidence, owing to the marked improvement in retail sales during the last week or so. One said that he was surprised to see how fast the dinner services were going in his department. The buyers from such stores as Wanamaker's, Gimbel Bros., O'Neil & Adams and the Greenhut-Siegel Cooper Co. are greatly encouraged over the improvement, and placed orders much more liberally than for some time past.

A new seven-inch nappy in the "Nucut" glass received this week by Cox & Lafferty is a remarkable piece of ware. Not only has it the look of cut glass, but also the "feel," the mitres are so sharply defined. Glass men who have seen it consider it one of the best things put out this season.

Now that the samples of the D. E. McNicol product have all been tagged and marked, A. C. Dorner is ready to take orders. A very attractive pattern of dinnerware has for its decoration a delicate border of clusters of the English tea rose. And this is not the only attractive thing about it. This particular set—one hundred pieces—may be purchased at the exceedingly low figure of $6.31. Others with decal and gold treatments are obtainable at from $4.70 to $7.

A cut lead glass fern dish at $1.50! Whew! Where is the profit?

The "Wild Rose" pattern that Albert R. Marryatt is showing from the Pioneer Cut Glass Co. is going like wildfire. Everyone who sees this design places orders. The almond, olive, butter, and ice cream set have been placed in all the large houses that he has visited. Trade with Mr. Marryatt, to use his own words, is "bully."

The sale of the Dunn Dome and Fixture Co.'s assets was well attended and satisfactory prices were realized for both buyer and seller, the total aggregating about $1,400. Snellenburg, of Philadelphia, and Edwards, of Syracuse, were the two principal buyers. The sale of the machinery and fixtures at the factory, Arlington, N. J. will be held Friday at 10:30 a.m.

Edward Butler is representing a factory new to the American market—George Warrilow & Sons, Queen's Pottery, Longton, England. Their principal line is china tea ware, and among the samples are some beautifully-executed designs in quiet and rich decorations, albeit at moderate prices. In dinner ware one of the most popular patterns is the "Burlington," a conventional design in neutral colors. This also is medium-priced.

The new grape lamp that the Consolidated Lamp and Glass Co. are showing at their New York warerooms, 66 West Broadway, is proving very popular. The grapes stand out in relief on trellis work, and make a very effective design.

The Buffalo Pottery is making a plate for the baby which it claims teaches the infant how to eat and saves washing of dresses and table linen. The plate is so constructed that instead of the usual flange is has a groove from three quarters to an inch high which prevents the food from being distributed over the table and also aids the baby's getting it into the spoon. A. H. Ledden, New York representative, says he is selling a lot of them.

Mrs. Heuman, proprietress of the United Novelty Co., has just put out a line of hand-painted opal glass religious articles—crucifixes, holy water bottles, etc—also a new opal vase in six beautiful colors, and a line of stamp plates which she offers as leaders. Mrs. Heuman is a most energetic saleswoman. Besides managing her business she covers the whole metropolitan district and is very successful in marketing goods.

The Fostoria Glass Co. is showing at its New York warerooms, 66 West Broadway, a varied and complete line of decorated lamps that have proved

excellent sellers. While more cheerful than the usual art glass with the cathedral window effect, they are just as decorative. One great advantage claimed for this class of goods is the price, which is very moderate. The variety of designs is so great that any taste can readily be satisfied.

The first automobile delivery wagon for china and glassware in the downtown District is owned by John Wygand & Co. It is a pretty little runabout with a spacious box in which to carry the ware, and has inscribed on it in big gold letters the name of the firm.

A. Windhorst, with Cox & Lafferty, who has been visiting the National Aluminum Works at Wellsville, N. Y., and the Enterprise Enamel Co., Bellaire, O., brought home some specialties that are of more than usual interest to buyers.

OBITUARY.

ON Sunday, Sept. 24, Geo. A. Gebhardt, manager of the Laurel Cut Glass Co., died of typhoid fever at the residence of his father, A. F. Gebhardt, Jermyn, Pa. It is thought that he contracted the disease at Buffalo, where he attended the meeting of cut glass manufactuers in the latter part of August. Mr. Gebhardt was a graduate of Bucknell University, class of 1909, and for the past two years had been secretary and manager of the company. He was a young man of exceptional ability, and his death will be much regretted. He was a member of the Pottery, Glass and Brass Salesmen's Association.

Joseph H. Sohm, of Sohm, Ricker & Weisenhorn, Quincy, Ill., and a brother of Edward Sohm, the well-known buyer for the house, died Sept. 19 after an illness of six months with cancer of the stomach. He was born in Quincy Sept. 12, 1850, and had just passed his sixty-first year. He had been connected with the firm twenty-seven years, having had change latterly of the traveling salesmen employed by the concern. His widow and four children survive.

Mr. Sohm was in every way a very busy man. Outside of his business duties he was connected with a number of church societies, which relied to a great extent upon his business acumen to transact their affairs. He was a trustee of the St. Aloysius Orphanage Society, also of the St. Mary's Ambulance Society, a menber of St. Peter's branch, No. 19, Western Catholic Union, a member of the Firemen's Benevolent Association, president of the Catholic Knights of America, a trustee of the St. Boniface Social club and a member of the T.P.A.

Personally, Mr. Sohm was cheerful, of a kindly disposition, and always ready with a sunny smile and a witty answer. His jovial, cheery manner made him many firm friends, who were quick to see that beneath the light exterior there was a mind of exceptional quickness and ability. His death will cause deep regret to all with whom he had been connected, whether in a business or social way.

David Jones died at Kokomo, Ind., recently, aged eighty one. He was the father of Mrs. David C. Jenkins and the following well-known glass workers: David, William, Ralph, Charles and Frank Jones. He was twice married, and was the father of twenty children, twelve of whom are still living.

Mary V. Huott, wife of E. J. Huott, vice-president of the Huott Publishing Co., died Friday last at Bath Beach, Brooklyn, and was buried on Monday at the Holy Cross Cemetery. High mass was celebrated at St. Finbarr's Church, Bath Beach.

THE LIMOGES LIST

A TELEGRAM from Washington under date of September 27 says: Assistant Secretary Curtis of the Treasury Department will probably take up the question of revising the Limoges china schedule in the near future, and will then call before him the members of the commission which went to Limoges during the past summer, and which reported to him informally at the Treasury last week. Mr. Curtis is not able to say at present how largely it will be necessary to revise the Limoges schedule, but the understanding at the Department is that rather extensive innovations in it will probably be made.

BUSINESS BRIEFS.

S. Kerney, of Everett, has opened a new five, ten and fifteen cent store at Anacortes, Wash.

* *

A new housefurnishing store is to be opened by C. W. Merrill, formerly of Union, Ore., in the I. O. O. F. Building at Bay City. Ore.

* *

Schedules in bankruptcy of Albert H. Terhune, dry goods dealer at 1774 Amsterdam avenue, this city, show liabilities of $34,232 and assets $26,783. There are about three hundred creditors.

* *

Bradley & Hubbard electric lighting fixtures are to be used in the Browne Memorial Hospital, a new institution in Poughkeepsie. The Ackley China Co. was instrumental in obtaining the contract.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

As buyers of glass have been anticipating for some time, the announcement was made here during the past week that when lines are shown in January there will be a tendency toward higher prices. The manufacturers are a unit in the thought that their product is being marketed at unusually low levels, and there is reason for believing that all new lines will command a higher price next season.

The Phillip Semmer Co, brought out several new shapes in Mission portables and electroliers during the past week, the domes being in mosaic effects. The reorganization of this company is progressing favorably.

E. T. W. Craig, city salesman for the United States Glass Co., has returned from a business trip to Chicago and St. Louis.

Mr. Holmeren, manager and buyer for the china and glass department of the Denver Dry Goods Co., who was here a few days ago, said that business in his section of the country was opening nicely, and a good fall and winter season was in sight from present indications.

The suit in equity filed in the Westmoreland County (Pa.) courts by the H. C. Fry Glass Co. against the McKee Glass Co. will be set on the October calendar.

The Ripley Glass Co. is showing a new panel-effect custard bordering on the colonial style. Trade on the pure food line of glassware is very good, while the demand for their display jars shows a steady increase.

A new 60-foot lehr is to be built by the Jefferson Glass Co. The company continues to add to its lighting glassware lines. Exports of Chippendale ware are the heaviest in the history of the company. Especially is this true of the sales in Denmark, Sweden and Norway.

Manufacturers of lamps report an excellent season, and that the receipt of re-orders is decidely encouraging. The better grades are most in demand, although the cheaper lines continue to have a good trade. Large stand lamps are also selling well, especially in the country districts, and jobbers report inquiries more numerous than at any time during the year.

Lancaster, O.

Trade with the Lancaster Glass Co. is improving, orders being more generous on all the staple lines. General Manager L. B. Martin said: "We are getting out stacks of new things and dealers are getting on to them."

Wheeling, W.Va.

Demand for the blown wares of the Central Glass Co. is growing steadily. Treatments for new lines to be brought out in January are being selected, and some very classy effects in both etched and cut ware will be shown. The plant is working to capacity. Although the order file seems pretty well filled, shipments are going out on schedule time.

Wellsburg, W. Va.

The Lobmiller Glass Co., which recently purchased the manufacturing department of the former Riverside Glass Co., plans the razing of an old furnace and the erection of a new one. Blown ware is being made a feature, especially lines which are used for advertising purposes. The decorating shop and the blown department are working to capacity.

Brookville, Pa.

The Brookville Glass and Tile Co., the largest industry here, has made a proposition to its workers to put upon a co-operative basis the working of the plant for the next year, and to pay over to the workmen every cent of the earnings of the plant over the amounts necessary to cover repairs, replacements, taxes, insurance and interest. By "interest" is meant only the interest on temporary obligations that have been or may be incurred to carry on the business, and not interest on investment or dividends to the stockholders.

THE CONDITION OF BUSINESS.

New York

The week has not been prolific in sales, the Jewish holidays having affected city business materially. Hot weather has also had its influence, and, so far as the metropolitan district is concerned, business has been dull. Men on the road are meeting with varying results, and occasionally a rose-colored report comes in; but the average salesman is only breaking even, if that. While there is business doing all over the country, it must be confessed that it is not as satisfactory as could be desired. There are rifts in the clouds, however, and it looks as if trade would improve in the near future. The very fact that there is an ever-recurring demand for matchings shows that stocks are light and that dealers are merely waiting for the signs of better times to replenish. So low are stocks that in a large number of cases the retailer has to immediately apply to his wholeaaler for goods to fill the order. Undoubtedly many sales are lost because specific wants cannot be supplied. On the other hand, if something "just as good" is substituted the result is the moving of some slow-selling article—although if signs are read aright there cannot be much in the way of "storekeepers" left in any establishment. For three years dealers have been drawing on this reserve stock, and it seems as if it were impossible for anything to be left. What would happen should there be a sudden demand for goods is left to the imagination.

German china dinnerware has been receiving considerable attention since the first of the month, and has moved in larger proportions than many other lines. Fancy short lines, too, have been in some request, but strictly fancy goods are still rather quiet.

French china is only moderately in demand, although some fairly good orders for spring importation have been placed recently. The agitation concerning the so called Limoges list is undoubtedly responsible for the quiet in this line.

English goods are in moderate request. The sales so far this season may equal those of last year, but do not exceed them.

Domestic crockery is in great demand, and the factories are fairly busy, but could do more. The call is largely from hand to mouth even at the big potteries.

Dolls and toys are in good request.

Little or no change is noticed in the glass situation, all the factories being comfortably busy. Blown goods, as has been the case all along, are in active demand.

Cut glass has moved pretty well. Retailers have had a fine trade in these lines this month; consequently manufacturers are getting good orders.

The lamp business is moderately good, and better things are looked for in high-priced illuminants after the first of next month, when summer sojourners at seaside and country resorts will be back at their city homes.

The housefurnishing busines is active.

Retail trade has been fairly good, some establishments in the city reporting an excellent business. Out of town the demand is said to be normal, with a tendency to improvement.

Pittsburgh and Vicinity.

It is a hard matter to tell which lines of glassware are moving best. Etched and cut ware is having a good sale, while the demand for lighting goods is increasing. Pressed tableware is selling better now than earlier in the year. Lamps are going briskly.

East Liverpool and Vicinity.

Probably seventy-five per cent of the kiln capacity of the Western pottery district is in active operation. Some plants are running to capacity; others are working on current orders. Stocks are not large, but sufficient to care for all immediate requirements.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A K Burnham, with Reid & Hughes D G Co, t, Waterbury. 75 Spring.
W F Walker, with E W Edwards & Son, hf, t, Syracuse. The Elks.
A Peiser, with E Offner, c, New Orleans.
C E Adler, c, New Orleans.
C E Fisher, with L S Donaldson Co, s, Minneapolis. 2 Walker.
J A Armstrong, with J N Adam & Co, c, Buffalo. 214 Church.
A S Heller, with A Lisner, s, Washington, D C. Hermitage.
C F Longacre, with Bush & Bull, hf, Easton, Pa. New Grand.
A J Ferguson, with Callender, McAuslan & Troup Co, hf, Providence. 2 Walker.
H Goodman, with Lit Bros, hf, Philadelphia. 685 Broadway.
Geo W Davis, c, Rochester, N Y.
W F Chears, c, Sanford, N C.
Mr Brainard, of Clark-Brainard Co, c, New Britain, Conn.
R B Graves, c, Corning, N Y.
Wm Greaves, c, Middletown, Conn.
Geo Robertson, c, Riverside, Cal.
Mr Heuser, of Heuser Bros, c, Wytheville, Va.
Sam Averill, with Jordan Marsh Co, 1, Boston. 31 Union square.
Miss K Sullivan, with, E W Edwards & Son, s, Syracuse. Victoria.

Among the Potteries
East and West

East Liverpool and vicinity.

As was stated in last week's issue, the one-fire glazing about which so much ado has been made in the Trenton newspapers is no new thing. One fire glaze work has been successfully done by a Western pottery manufacturer every day during the past six months. Ceramic experts at the time the idea was advanced scoffed and said: "It was never done in England." Time and time again experiments had been made, only to result in failure. But at last a "youngster" came into the Western pottery field, and he and his ceramic chemist put their heads together and secured the proper blending of glaze and clay units, with the result that their efforts met with success and one-fired glazed ware has been sold in this section for months.

* *

W. C. Brown, Western salesman for the Potters' Co-Operative Co., has returned from an extended trip through the Northwest, and will remain at home indefinitely.

* *

The German-American China Co , the latest concern to enter the jobbing business here, reports a good trade among the small dealers. Besides domestic pottery, glassware and enameled goods are being handled.

* *

The East Liverpool China and Enamel Co. has leased a part of the warehouse of the William Brunt Pottery Co., and is removing its stock from its former location in Market street to the pottery. The Brunt interests have not been manufacturing ware for a considerable time, but have been actively engaged in the selling of decorated goods, the white stock for which they obtained from other sources.

* *

Hugh McGavock and L. B. Cooley, of Nashville, Tenn., have spent some time in the district in an effort to obtain several lines to represent in that part of the South, where they will open a general pottery and glass salesroom at an early date.

* *

J. M. Watte, manager and buyer of the crockery department of Butler Bros., accompanied by Mrs. Watte, have been spending a week in the district, being registered at the McKinley. Mr. Watte also visited several "outside" plants.

* *

The National China Co., Salineville, which is under the management of Samuel Larkins, has just completed the largest line of specialties the company ever displayed. In the salad, bowl and jug lines the treatments are more elaborate than usual. A number of new dinner ware treatments are also being shown. The plant is working full, and prospects for fall trade are considered encouraging.

* *

The Homer Laughlin China Co. is reported as operating all its kilns with the possible exception of six in one of its East End plants in this city. The "Genessee" dinner shape of this concern is having a good sale this season, owing to the large variety of treatments offered.

Fredericksburg, O.

William A. Search has formed the Kyoto Pottery Co. here with a capital stock of $50,000. Associated with him are R. W. Spencer, John Spencer, William A. Scott, William F. Smith and Warner Spencer.

Steubenville, O.

President Harry D. Wintringer of the Steubenville Pottery Co. announces that within a month the company will start to make selections of treatments for the new 1912 lines. No new items have been added to the line this season, and treatments shown for the first time last January have continued to be run throughout the year with success.

New Castle, Pa.

The bondholders of the New Castle Pottery Co. did not succeed in effecting the sale of the property to the Universal Sanitary Manufacturing Co. The latter company, whose plant was destroyed by fire, has started to rebuild, and will be ready for operation within two months. The former property, which has been idle for several years, is still on the market.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for the week ending September 26, 1911.

ANTWERP

102	packages	glassware	B Gunthel
7	"	"	L Straus & Sons
36	"	"	Bawo & Dotter
5	"	"	C J Dierckx
20	"	"	O Goetz
15	"	"	A Berger & Co
60	"	"	Miscellaneous Orders
74	"	earthenware	L Straus & Sons
8	"	"	J Wygand & Co
79	"	"	Koscherak Bros
8	"	"	L D Bloch & Co
26	"	"	Geo Borgfeldt & Co
34	"	"	Miscellaneous Orders
26	"	chinaware	Vogt & Dose
2	"	"	Strobel & Wilken Co
39	"	toys	Strobel & Wilken Co
129	"	"	F W Woolworth
33	"	"	C B R uss
1	"	"	F A O Schwartz
162	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
88	"	"	Eimer & Amend
49	"	"	J H Venon
18	"	"	Samstag & Hilder Bros
58	"	"	Strobel & Wilken Co
483	"	"	Miscellaneous Orders
4	"	earthenware	Geo Borgfeldt & Co
4	"	"	Bawo & Dotter
37	"	"	Karl Hutter
26	"	"	O Goetz
41	"	"	L Straus & Sons
182	"	"	Miscellaneous Orders
32	"	chinaware	Strobel & Wilken Co
836	"	toys	Geo Borgfeldt & Co
16	"	"	F A O Schwartz
81	"	"	Bawo & Dotter
10	"	"	L H Mace & Co
54	"	"	A Steinhardt & Bro
8	"	"	Samstag & Hilder Bros
6	"	"	Knauth, Nachod & Kuhne
179	"	"	Strobel & Wilken Co
850	"	"	Miscellaneous Orders

COPENHAGEN

4	packages	earthenware	Bawo & Dotter
15	"	chinaware	Royal Copenhagen Porcelain Co
9	"	"	Miscellaneous Orders
451	"	toys	Geo Borgfeldt & Co
58	"	"	Miscellaneous Orders

GLASGOW

1	package	earthenware	W S Pitcairn

HAVRE

17	packages	chinaware	Bawo & Dotter
16	"	"	L Straus & Sons
102	"	"	Wm Guerin & Co
36	"	"	H R Churchill
61	"	"	Herman C Kupper
5	"	"	Haviland & Co
125	"	"	Miscellaneous Orders
29	"	glassware	E Utard
41	"	"	Miscellaneous Orders

SOUTHAMPTON

11	packages	chinaware	J H Venon
850	"	"	Haviland & Co
46	"	"	H Creange
22	"	"	A G Moment
19	"	"	L D Bloch & Co
7	"	"	Bawo & Dotter
122	"	"	Miscellaneous Orders

LONDON

41	packages	toys	Geo Borgfeldt & Co
28	"	"	Strobel & Wilken Co
35	"	"	Miscellaneous Orders

HAMBURG

8	packages	glassware	Fenesterer & Ruhe
82	"	"	F Euler & Co
54	"	"	O O Friedlander
7	"	"	Brown Bros
21	"	"	O Goetz
25	"	"	Bawo & Dotter
1	"	"	W R Noe & Sons
22	"	"	Knauth, Nachod & Kuhne
41	"	"	N Wapler
32	"	"	L Straus & Sons
30	"	"	Kmy-Scheerer Co
6	"	"	Strobel & Wilken Co
651	"	"	Miscellaneous Orders
43	"	earthenware	Bawo & Dotter
11	"	"	J Palme
64	"	"	L Straus & Sons
36	"	"	J Wygand & Co
3	"	"	Koscherak Bros
75	"	"	Geo Borgfeldt & Co
37	"	"	Lazarus & Rosenfeld
234	"	"	Miscellaneous Orders
82	"	chinaware	Strobel & Wilken Co
118	"	toys	B Illfelder
72	"	"	Samstag & Hilder Bros
392	"	"	J Palme
80	"	"	Geo Borgfeldt & Co
18	"	"	C B Rouss
128	"	"	Strobel & Wilken Co
780	"	"	Miscellaneous Orders

LIVERPOOL

36	package	earthenware	L Straus & Sons
27	"	"	Maddock & Miller
21	"	"	H C Edmiston
5	"	"	W S Pitcairn
13	"	"	Bawo & Dotter
12	"	"	R Slimmon & Co
59	"	"	F W Woolworth
15	"	"	Meakin & Ridgway
8	"	"	J Wygand & Co
14	"	"	The Rowland & Marsellus Co
55	"	"	Miscellaneous Orders
5	"	chinaware	Meakin & Ridgway
2	"	"	Strobel & Wilken Co
14	"	toys	"

LIMOGES

145	packages	chinaware	Theodore Haviland & Co

ROTTERDAM

219	packages	earthenware	Geo Borgfeldt & Co
156	"	"	Bawo & Dotter
85	"	"	L D Bloch & Co
59	"	"	Lazarus & Rosenfeld
82	"	"	Miscellaneous Orders
9	"	glassware	Graham & Zenger
188	"	"	Miscellaneous Orders
286	"	toys	B Illfelder & Co
4	"	"	J Bing
11	"	"	F A O Schwartz
5	"	"	Knauth, Nachod & Kuhne
27	"	"	A Steinhardt & Bros
263	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

ROTTERDAM

4	packages	earthenware	Bawo & Dotter
1	"	"	L Wolf & Co
73	"	"	W P Libby
14	"	"	Miscellaneous Orders

LIVERPOOL

1	package	earthenware	Jones, McDuffee & Stratton Co
9	"	"	A W Chesterton
3	"	"	E Boote
2	"	"	Mitchell Woodbury & Co
5	"	"	Richard Briggs & Co
3	"	"	Pitt & Scott, Ltd
7	"	"	Miscellaneous Orders

ANTWERP

3	packages	earthenware	Jones, McDuffee & Stratton Co
35	"	"	Mitchell Woodbury Co
30	"	"	First National Bank
5	"	"	Houghton & Dutton
14	"	"	Stone & Downer Co
4	"	"	Bawo & Dotter
117	"	"	L Wolf & Co
60	"	"	Geo Borgfeldt & Co
29	"	"	Miscellaneous Orders

CROCKERY & GLASS JOURNAL

NEW YORK, OCT. 5, 1911.

TALKS ABOUT BUSINESS-BUILDING.

By A. F. SHELDON,
Formulator of the Science of Business-Building and Editor of "The Business Philosopher."

TALK No. 4.

BY way of brief review, let us here sum up some of the points made in previous articles:

First—"Business-building" is the art of securing permanent and profitable patronage.

Second—Success in life, commercially, hinges there.

Third—Everybody is, or should be, a "business-builder."

Fourth—Everyone engaged in useful effort has something to sell—service or otherwise.

Fifth—Salesmanship is the disposal of that which one has for sale at a profit.

Sixth—The key to this is service.

Seventh—Money is effect, while service is cause; just as heat is effect, while fire is cause.

Eighth—He who wants much heat of profit must build a goodly fire of service.

Ninth—The salesmen in the world of commerce are our commercial institutions. Each is a composite being.

Tenth—The power of the institution to persuade the buying public to purchase its product at a profit is in proportion to the service it renders.

Eleventh—This in turn depends upon the efficiency of each individual in the institution.

Twelfth—The success of any institution is the sum of the success of the units in it.

Thirteenth—A house is known by the customers it gets and keeps. Everyone connected with the house has something to do with this.

Fourteenth—Business is man-power plus money-power, but in final analysis it is all a question of man-power, because money is effect, of which the service-rendering power of man is the cause.

We now come to the important question, Upon what does man's power to render service depend?

The answer is seemingly simple, but far-reaching: It depends upon his obedience to, or working in harmony with, natural law.

A law is a rule of action or conduct. Men get together in legislative halls and make certain rules of action or conduct for the government of its citizens. You and I must live in harmony with them or else lose our rights of citizenship.

Nature has made certain unwritten rules of action or condnct. We must either live in harmony with them or else lose our rights to success.

In the realm of man-made laws ignorance of the law excuses no man. It is just so in the realm of natural law.

Let me illustrate just what I mean by an example: A young man told me he was in hard luck, having lost his job. I asked him how that happened. He said he had come to work late several times and the manager was cranky and fired him. I asked him why it was that he was late. Said he over-slept. I questioned him as to what occasioned that. He replied that he had been out too late "with the boys."

Then I said to that young man: "You are not a victim of hard luck. A natural law of success was made when man was made, which if put in writing would read: 'If you would be successful you must be on time.'"

If Blucher had not arrived on time Wellington would not have won the Battle of Waterloo; if Grouchy had arrived on time Napoleon would not have lost it.

If the aspirant for commercial success had not missed his train by being late, he would have sold a big order; but, since he missed it, a real salesman was on the ground before him, and so the house of the aspirant lost the sale—was done out of profit, and the aspirant himself missed his commission—did himself out of profit.

"Train-missers" and "out-with-the-boys" type of men are not the type that make the real salesmen—the business-builders.

Great men and great institutions reflect nature's laws. The astronomer banks on this law. He can focus his telescope on a given point in the heavens and rest with faith, knowing that the heavenly body scheduled to appear at a certain time will appear, because he knows nature's laws of being on time.

Some seem to try to distinguish between nature and human nature. The human being is the apex,

the pinnacle of nature; her highest creation. Man cannot violate natural law with impunity. If he does, he must pay the penalty in the subtraction from the otherwise possible totality of his success. The penalty may be very slight. It sometimes is so slight that it is not noticed. The penalty is paid, however.

Anyone who violates natural law in the business world to any degree is less successful than he otherwise would have been.

Violate enough of the laws of health, and one pays the penalty in death. Violate enough of the laws of success, and one pays the penalty in failure.

Many obey the natural laws of success knowingly, consciously. Millions violate many natural laws of success: some consciously, many more unconsciously.

In number the natural laws of success are many, but they can be boiled down to four injunctions. The first of these four was given by Socrates several thousand years ago when he said, "Man, know thyself!" Add to this Socratic injunction these words, "and how to develop your success qualities," and the first of the four injunctions is complete.

I shall discuss this in Talk No. 5.

THE CONDITION OF BUSINESS.

New York

Very little change is noticed in conditions, but what there is is for the better. The nearby trade has been taking more goods, but the New York department stores are buying as little as possible.

Nobody is buying largely. Concessions in price have little effect. The man who cuts prices for the sake of making sales merely demoralizes the market.

New England travelers report an excellent business. The woollen mills, which were closed down for a long time, have started up in full force. This, added to the resumption of operations in the cotton mills some weeks ago, has given the East a most gratifying impetus, and it is believed that the revival of trade in that section will gradually spread Westward. A prominent banker remarked recently: "The depression of business began in the East, spread West till it reached the Pacific, and now it is hoped that the revival will crowd the inertia of trade into the Pacific Ocean." When will the people awake to a realization of the fact that the country is rich, and in spite of politicians will continue to go on? We have had elections and depression in business consequent upon elections very many times, and the United States is still on the map and doing business. We firmly believe that it is going to do more business than ever. A man never went without shoes because a new Governor, President or Alderman was to be elected. He has to have a cup to drink from and a plate to eat from, and while he may make a cracked plate or a chipped cup do a little longer, he will ultimately have to procure new ones.

Retail trade in New York City has been sluggish. Weather conditions have been favorable, but the Jewish holidays have had a very marked effect. On Monday of this week nearly every Hebrew concern closed its doors. With a Jewish population estimated at 750,000 it is easily seen what their absence from buying and selling means to trade.

General conditions throughout the country are undoubtedly improving, and it is believed that the end of the quietude is in sight.

Pittsburgh and Vicinity.

All factories are in operation—some running full, others receiving just enough business to keep moving at a steady gait. Staples are selling fairly, while the demand for blown ware keeps up exceedingly well.

East Liverpool and vicinity.

Business with the Western pottery manufacturers for September was not up to the records attained a year ago. The shipments to go out during the first two weeks of October are said to be of a very fair character, but not a great amount has been specified for November shipment. Some potteries are running full, while others could take care of considerable more business without crowding.

FISH SETS?

SO experienced is Magistrate Freschi becoming with all sorts of crime and criminals since his appointment to the bench that he declares he can now smell an infraction of the law, and in Jefferson Market court one day recently he demonstrated that he could do so.

Yudel Kleiman, of No. 113 Ridge street, was charged with peddling crockery without a licence. The crockery pedler denied the charge and displaysd a license made out in the name of Julius Kleiman.

Magistrate Frechi took the paper, scrutinized it closely and then leaned back in his chair contentedly.

"You say you peddle crockery?" he asked the accused.

"Sure," was the answer.

"I notice that the license paper you have here has an odor of fish."

Kleiman also offered a naturalization certificate bearing the name Yudel Kleiman. The magistrate made Kleiman write his name and then compared it with the signature on the paper. He declared the two writings much unlike. Kleiman was paroled in the custody of his counsel pending investigation.

The New York Crockery and Glass District.

THE warerooms in and around the District have not presented a very animated appearance this week, owing possibly to the celebration by the Hebrews of Yom-Kippur. Had it not been for mail orders and favors from the travelers it would have been a very quiet week.

Stork-Bates-Sherwood Co. is the name of a new concern formed to manufacture gas and electric portables, lamps and domes. E. L. Bates, the well-known manufacturers' agent, superintends the manufacture of the goods and has samples at 65 West Broadway. The other members of the concern are identified with the hardware trade. The business office is at 168 Chambers street. The main feature of their product is a very sightly and low priced all-cast lamp. The company began business September 28 and has already established agencies in San Francisco, Chicago, Cincinnati and St. Louis. Mr. Bates will travel through New England and care for the metropolitan district. Their first order came from Providence by telegram on Tuesday morning and called for a very satisfactory amount.

A truckman and his helper engaged in a little horseplay on West Broadway one day last week, and after wrestling for a while the younger broke away. The truckman in a playful mood picked up a piece of gas pipe and shied it at his retreating helper. It missed the lad and crashed through one of the plate glass windows of Stewart & Crocker, demolishing several pieces of cut glass. The thrower was man enough to go into the store, give his name and address, and promise to pay the damage.

Hanging on the wall in the showroom of Robert Slimmon & Co. are numerous rail plates. The rail plate was originally designed for the purpose of attracting the attention of guests at dinner and to create conversation This has been lost sight of to a large extent, but these platesin Mr. Slimmon's wareroom are created especially for the original purpose. The literary subjects are taken from Shakespeare, Dickens, and other writers, and there are others of a rather grotesque character. One that is very comical depicts a sturdy-looking person drinking, and under the caption "Weather Forecast" says: "The glass is high and the prospect very pleasant." If dealers would put in plates of this kind, and take the trouble to explain to customers what they were for, they would add to their sales materially, to say nothing of the profit, which on these goods is large.

L. Bernardaud & Co. have a very excellent line of popular-priced open stock patterns, dainty and Frenchy in style and decoration, which have proved very successful with those dealers who have handled them. Their advertisement this week asks others "Why not?" and they suggest that dealers send for a sample set, feeling confident that if once their goods are on the shelves of the retailer he will want more of the same kind. It is a reasonable proposition, and every wideawake dealer ought to avail himself of the opportunity.

F. W. Jenkins & Co. have moved from the loft they had on Park Place to the ground floor at 24-26 Murray street, corner of Church.

At the showroom of E. R. Thieler all the new samples are now artistically arranged One new line contains over fifty milk jugs of various attractive designs and colors; another over 150 decorated tumblers in the celebrated Mettlach ware. A novelty is a candlestick which not only has the handle to carry it by, but also a hole so arranged that it can be hung on a nail in the wall.

Fred Skelton is showing a line of blown tumblers from the Crystal Glass Co., Morgantown, W. Va. This is a new factory, making new goods in a new way with a new tank furnace built on scientific principles. The wares are of fine, clear cut glass and at exceedingly low prices.

O. J. O'Donnell, 19 Park Place, says that it pays to advertise in the CROCKERY AND GLASS JOURNAL. Many inquiries and orders have been sent in for the

cut glass electrolier shown in our advertising columns. The Crescent Cut Glass Co. has just sent to him a new jug in two, three and four pint sizes, the cutting of which is on the care chair bottom order. The same design is carried out on a series of vases and also on three new electroliers.

The sale of fruit jars the past few weeks has been much larger than expected. In fact, a sort of post-season trade that was none the less welcome because belated.

A new line of rock crystal cuttings has been sent to J. D. Dithridge. 25 West Broadway, from the factory of the Bryce Bros. Co. The border is a conventional flower in full bloom with a spray of leaves. The decoration immediately attracted the attention of buyers, who have been ordering it in satisfactory quantities. The design is in a satin finish which forms an effective contrast with the clear glass.

Running their factory twelve hours a day, and still hardly able to keep pace with the orders, is the condition of the C. F. Monroe Co., Meriden, Conn. William Schuller, their New York representative, has recently received from them a new line of etched brass pin trays, crumb trays, thermometers, book racks, and a great variety of other useful articles.

A. C. Dorner has secured the New York agency for the hotel china made by the Cook Pottery Co., Trenton, and is now in a position to take special orders where crests or coats of-arms are required.

A combined cut and engraved design on a water set is the newest thing that the Central Glass Works have sent to A P. Doctor. The decoration consists of a spray of daisies admirably arranged. Mr. Doctor says that at the factory they are as busy as bees in a hive.

A new use has been discovered for the material which is cut out of the centre of corn plasters. The little round pieces of felt are being put in pound boxes and sold to the cut glass trade for pasting on the bottoms of samples so that they will not scratch the mirrors upon which they are usually exhibited.

The pattern known as No. 27, designed by the Duncan & Miller Glass Co. for silver deposit work, has now been improved by the addition of an exceedingly attractive engraving of a spray of strawberry leaves, very daintly executed Three new salt shakers of colonial shape with silver-plated tops have also been sent to Paul Joseph.

The Goodwin & Kintz Co. have just put on the market a new leader—a lamp having a cast shade with art glass in various colors. It is made for gas and electricty, and is finished in brushed brass and black. The price at which it is sold makes it most desirable, and it should draw quite a little trade. The company is also making many new handsome showers in various artistic styles.

Something different from other floral designs has just been brought out by the Honesdale Cut Glass Co , for whom John Cross, 76 Park Place, is agent. The flower is a conventionalized marguerite, and the workmanship is excellent.

For refinement in taste and restfulness to the eye of the observer, the Handel Co.'s New York showrooms, 46 Murray street, are not surpassed in the District. Their delightful creations in lamps and art shades could not be shown to greater advantage.

GIMBELS CELEBRATE FIRST ANNIVERSARY.

VERMONT turkeys, peaches Melba, vintage Krug and such things were offered up Tuesday night in celebration of the first anniversary of Gimbel Bros.' opening in New York. The dinner was given by the firm to the buyers and managers of the New York and Philadelphia stores. It was served in the restaurant on the eighth floor of the store on Greeley Square. Two hundred and ten buyers, managers and other guests sat down to it.

Isaac Gimbel was toastmaster. With him at the speakers' table were Louis S. Gimbel, Charles Gimbel, Bernard F. Gimbel and Jacob Gimbel, the head of the firm; William G. Adoo, Leigh Mitchell Hoges, James Flaherty, A. A. Christian, James C. Dayton, Herbert F. Gunnison and S. H. Ditchett.

William G. McAdoo, whose tunnel crops out under the New York store, spoke at the opening of the dinner, touching admiringly upon the store's enterprise and the courage of the Gimbels, and said their successful year had been due to the square deal they had given the public.

Jacob Gimbel likened the first year of the New York venture to a twelve months voyage on the ocean of business. It had been a successful argosy, he said, and he was warm in appreciation of the spirit among the employees which had made success possible.

"This store is, in one sense, a great college of instruction in the activities of business," he told the buyers and managers. "You are in effect the professors—the faculty—of the college. It is your high privilege to point out to the juniors and other subordinates the goal of honorable business success. In this you have great influence and great responsibility. You may not always see how your influence and example bear fruit, but instances have been noted during the past year. Parents have come and told us of improvement they had noticed in their sons and daughters."

AN INTERESTING BIT OF HISTORY.

ONE of the most remarkable instances of progress in the crockery and glass trade is that made by J. H. Venon, importer, West Fourth street, this city.

Mr. Venon came to New York from France in 1892, unable to speak a word of English, and with very little money. His first Sunday here was spent studying a French newspaper in the hope of finding a situation, and he answered an advertisement inserted by E. B Fondeville, a manufacturer of lamp shades, who wanted a bookkeeper who could speak French and English. The lack of knowledge of the latter language on the part of Mr. Venon was a serious drawback, but the young man was nevertheless taken on at a salary of $12 per week. His ability was soon demonstrated, and having acquired sufficient English he became salesman as well as bookkeeper; but his salary was not increased; and when in 1894 the M. E Moore Bronze and Plate Co. wanted a salesman he applied for the position and obtained it.

In 1901, ten years ago, Henri Martin, of Limoges, came to this country to obtain a representative, as A. Hashagen, who had the line was obliged to give it up on account of illness. A mutual friend introduced Mr. Venon to Mr. Martin and a connection was made. Mr. Venon at that time had absolutely no knowledge of the china business; but Mr. Martin had faith in him.

With old samples in some respects not adapted to the wants of the trade, and scarcely knowing the difference between china and earthenware, he set out on his travels. He had the good sense not to pretend to know. He told buyers that he knew nothing, asked where his goods were deficient, took notes, made sketches, and learned a lot. Returning to New York, he used up a lot of white paper and a goodly number of postage stamps to inform the Martins what he would require, and made the proposition to continue the agency as a direct purchaser of the goods, buying outright without any interference from the factory,

The new goods were a success, and the next season Mr. Venon was invited to France for consultation. The result of this was the further perfection of shapes and designs, as he had developed a remarkable knowledge and taste in this direction.

Returning to New York on the "Loraine" in 1903, in conversation with a wrathy Western buyer who derided some Russian china which he had bought in St. Petersburg, Mr. Venon conceived the idea that if Russian china were properly made it might be sold here. Three months later he was in Moscow. Not finding what he wanted, he went to St. Petersburg, and there obtained the agency for the Kornilow, the most artistic china made in the Czar's empire. In 1906 he went to Sweden and obtained the agency for Gustafsberg china, a popular-priced but high grade bone china which is now known rom coast to coast.

In 1909 he was offered by the directors of the big Swedish glass syndicate, owning five factories, the agency of their lines, with an invitation to get up samples of full crystal. This resulted in the now famous Kosta glass, which is handled by the best trade all over the country. And now he has taken the agency for the Reijmyre half crystal stemware and bar goods.

Starting without a penny of capital and without a partner, he has reached an enviable position in the trade. And it is all the result of brains, hard work, untiring dilgence, and confidence in his own ability. His principles have been business integrity, a square deal, goods always up to sample and a fair profit. Possessing the courage of his convictions, he has no fear of competition, breaks his own pathway, and produces original designs. His constant endeavor is to improve the quality and beauty of his goods, welcoming all suggestions from his customers, that he may make wares to suit their trade. He is uniformly courteous with buyers, and has the ability to smile even though he does not get an order.

If there is another man in the trade who has climbed as far up the ladder of success in as short a time we should be glad to hear of him.

NO CHARGE FOR DAYLIGHT.

AN old-time buyer, who for obvious reasons is not named, speaking of the difficulties of doing business in a department store, said that the management charged his department with every conceivable expense—rent, interest on the capital invested, heat, electric light and gas, and on top of all this twelve and a half per cent toward the general expenses of doing business. If a stable was built a mile away for the store's horses his department was charged with a percentage of the cost. If a new wing was added to the building, or alterations made, he came in for his share of the expense. "In fact," he said, "I am charged with everything except daylight, and I am looking for that to be put on me if I make more money this year than I did last."

THE HIGBEE VACUUM BOTTLE.

THE all-glass vacuum bottle is a distinct departure, and it does not take an axe to drive it into anybody's head that it must necessarily be what it claims —absolutely sanitary. The bottle looks well, is cheap, and will stand. It is made of a new and strong glass, and every one is thoroughly tested. It took months of labor to perfect this bottle, which is covered by no less than twenty-seven patents. From the beginning the Higbee Sanitary Hot or Cold Bottle appealed to the public, and the sales have been immense. If the dealer who reads this has not already arranged to carry it he cannot get in too soon.

FOUNDED IN 1874.

Crockery and Glass Journal

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 5, 1911.

THE UPTOWN MOVEMENT.

REAL estate men controlling property in the downtown crockery and glass district have within the last few days been putting out feelers among the merchants whose leases expire next May. They are uneasy; and so are the renters, for they know not just what to do. No one wants to move to an isolated location uptown—for so far there is no concentration of the trade there. Firms are scattered all the way from Spring street, where on Broadway are located Morimura Bros. and the Strobel & Wilken Co., as far up as Thirty-seventh. In West Fourth street at University Place are Hugh C. Edmiston, J. H. Venon, Meakin & Ridgway and A. Gredelue; at Sixteenth street and Irving Place, Geo. Borgfeldt & Co. and A. L. Tuska, Sons & Co.; at Eighteenth street and Irving Place, Ferdinand Bing & Co.'s Successors; at Eighteenth street and Fourth avenue, Louis Wolf & Co.; at Eighteenth street and Broadway, A. A. Vantine & Co.; at Twenty-seventh street and Fourth avenue, Bing Bros.; in the Fifth Avenue Building, Theo. Haviland & Co., Onondaga Pottery, E. B. Dickinson, representing the Steubenville Pottery and Ripley & Co. At Thirty-seventh street and Fifth avenue Haviland & Co. are erecting a building in which they may possibly be located after January 1.

None of the buildings adjacent to those now occupied by the above-named houses are well adapted to the crockery trade, and the rents are from two to four times what is paid downtown. Many of the landlords in the new loft buildings object to crockery men on account of the unpacking and packing of ware. The insurance companies class them as hazardous risks. Some of the tenants already in also object. A china importer recently made inquiry about rents, and a large silk firm having warerooms in the building entered a protest against his tenancy both on account of the extra insurance and the dirt from the straw.

If—and it is a great big "if"—the trade are to go uptown they should get together and find some convenient locality where they can all settle. At present there is no such spot, although one could be made.

Much will depend on what Bawo & Dotter do. Where they go others will want to follow. They do not know themselves yet. Their leases run till May, 1913; so it is certain they will remain in their present location till then, if not longer.

Out of the 180 or more firms now in the downtown district, by far the larger number are manufacturers' agents either of domestic or foreign houses. These do not require much room, nor can they afford exorbitant rents. The majority of the uptown buildings are very large. It is true the lofts could be divided, but it would not be for the interest of the trade to have half a dozen or more in one building, as many more in another, and so on, scattered over the town.

Some time ago it was suggested in these columns that the Crockery Board of Trade take the matter up, appoint a committee to investigate, and see if arrangements could not be made to have a building erected specially for and given over entirely to the crockery and glass business. This committee, knowing the needs of the trade, could arrange for a building that would meet every requirement.

If such a move could be made it ought to be done quickly, as it would take a year or more to put up the right kind of a structure.

PERSONAL.

AMONG the big buyers of china and glass who make regular visits to New York is Paul J. Wielandy, of the Blackwell-Wielandy Book and Stationery Co., of St. Louis, probably the largest dealers in cut glass in the Mound City. Mr. Wielandy is a chum of big "Bill" Krenning, whose jovial personality is well known in New York; and together they make a pair hard to beat. Mr. Wielandy spent several days in New York last week, returning home on Friday.

Fred W. Sinclair, the newly-appointed buyer for the Daniels & Fisher Stores Co., Denver, came into New York on Thursday of last week from his Western trip for Geo. F. Bassett & Co. He says that the news of his appointment leaked out in Chicago on Monday morning, and more than twenty salesmen

solicited him to look at their samples that day. He was a little chagrined that the news was divulged, as he is not so assume his duties before October 15. The arrangements were made in this city in August while the Household Show was in progress. He was selected out of more than a hundred applicants.

⚜

A. Peiser, of New Orleans, dropped in on us last week for a quiet chat. He is a partner of E. Offner, who usually comes to New York to do the buying. Mr. Peiser is very proud of the progress New Orleans is making and the general expansion that is going on. Great benefit is expected from the opening of the Panama Canal.

⚜

One of the most hospitable men in the trade is E. J. Ridgway. He does not like to lunch alone, and few days pass that he is not host to someone. He does it up in style, too. He will invite the smallest customer as quickly as the best, and, moreover, does not confine his invitations to the trade. Any companionable acquaintance who happens to come along at lunch time is liable to be asked to joinhim.

⚜

S. B. Clark, with the American Art Glass Co., returned last week from a trip through New England and Canada and reports that he not only found a good business, but that the people were very much encouraged over present conditions and hopeful for the future.

⚜

J. H. Venon left on Sunday night for a trip beginning with a visit to Boston, and from thence on to the West. He will be gone about four or five weeks.

⚜

J. D. Dobbs, one of George F. Bassett & Co.'s Southern representatives, arrived in town on Friday to get new samples and incidentally meet some of his trade who were coming to buy.

⚜

I. J. Shear, of the Malden China Co , Malden, Mass., was in the city last week for a few days visiting some of his old friends.

⚜

The president of the Steubenville Pottery Co., W. D. Wintringer, was here last week, visiting E. B. Dickinson, his New York representative.

⚜

J. M. Hart has taken a position with F. W. Reichenbacher to represent the Irving Cut Glass Co. in the New England States and Philadelphia.

⚜

R. W. Mair, buyer of housefurnishings for the J. W. Putts Co., Baltimore, has gone with Hutzler Bros., of that city, who are increasing their departments and adding housefurnishings. Mr. Hall, formerly at Hutzler Bros., goes to the Putts store, while Adolph W. Hildebrand, who was also with the same firm, is looking for a position as crockery, china and housefurnishings buyer.

⚜

One of our office callers recently was J. H. Kass, the Eastern representative of the Vodrey Pottery Co., East Liverpool O. He may take showrooms in the District in the not distant future.

⚜

Geo. H. Service closed down the lid of his last trunk and started for Philadelphia on Monday with his samples of Wedgwood ware and Webb glass. From there he will work his way to the Middle West, returning in about two months.

⚜

Robert Orr, the new buyer for S. P. Dunham & Co., Trenton, N. J., was among our office callers this week. Mr. Orr is not only an experienced buyer, but an excellent manager, his varied experience having taught him when and how to do things. He finds great possibilities in Trenton, and in the short time he has been there has more than doubled the sales of his department. Trenton is a good trade center. Its people are well to do, the big manufacturing industries giving employment at good wages to a large force of men, and he proposes to not only increase the business, but to improve the standard of the ware sold.

⚜

J, G. A. Fisher, of Fisher, Bruce & Co., Philadelphia, who visited our office this week, said that so far as he was personally concerned business was very fair, but he could not say as much for other merchants of his acquaintance. He knew of cases where one would be exceedingly busy while another would be doing practically nothing, and it was difficult to say just what was the average condition of business.

⚜

Will Junor showed his smiling face in the District on Saturday and remained here the first part of this week. He was as jovial as ever, and the only bar to his perfect happiness was the fact that his twin brother wasn't along.

⚜

J. W. Postley, buyer for the Baltimore Bargain House, Baltimore, was a visitor to New York on Tuesday.

⚜

A. B. C. Dohrmann, of the Dohrmann Commercial Co., San Francisco, is expected in New York next week. He will be here for at least a month, during which he will make short trips to neighboring cities.

⚜

Thomas F. Magrath, well known as a French china salesman, was another who dropped into our sanctum this week. At present Mr. Magrath is engaged in the grocery business at Red Bank, N. J.—not

from inclination, but of necessity. He staked a young man in that town, putting his capital against the other man's experience. The proposition pays, but is not to his liking, and he is desirous of getting back into the crockery line.

B. F. Pritchard, who presides over the Pittsburg office of Bawo & Dotter, was in New York a few days this week looking over stock and conferring with the heads of the house.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A C Furchgott, of M Furchgott & Sons, hf, Charleston, S C. 108 Worth.

A C Putts, of J W Putts Co, hf c, Baltimore. Albert.

W J Harkness, with Sibley, Lindsay & Curr Co, t, Rochester. 454 Broome.

Frank E Harman, c, Lima, O.

C E Johnston, with G M McKelvey & Co, c, Youngstown O. 320 Church.

C D Elwell, with Sears, Roebuck & Co, hf, Chicago. 438 Broadway.

A S Hunter, of A S & T Hunter, hf, Utica, N Y. 231 Fourth avenue.

Wm W Dodge, with J G Myers Co, hf, Albany. 31 Union square.

IMPORTS AT NEW YORK.

Petaining to China, Crockery, Glass, etc., for the week ending October 3, 1911.

ANTWERP

180	packages	glassware	B Guntrel
77	"	"	Graham & Zenger
8	"	"	A Berger & Co
9	"	"	Bawo & Dotter
6	"	"	Strobel & Wilken Co
600	"	"	Miscellaneous Orders
89	"	earthenware	L Straus & Sons
1	"	"	Frank & DeKeyser
13	"	"	Bawo & Dotter
55	"	"	Koscherak Bros
5	"	"	O Goetz
8	"	"	L D Bloch & Co
2	"	"	J Wygand & Co
80	"	"	Geo Borgfeldt & Co
81	"	"	Miscellaneous Orders
25	"	chinaware	Vogt & Dose
12	"	"	Strobel & Wilken Co
127	"	toys	Geo Borgfeldt & Co
172	"	"	F W Woolworth
65	"	"	C B R uss
144	"	"	Strobel & Wilken Co
358	"	"	Miscellaneous Orders

BREMEN

5	packages	earthenware	Geo Borgfeldt & Co
18	"	chinaware	Strobel & Wilken Co
6	"	glassware	" "
44	"	"	Miscellaneous Orders
13	"	toys	Strobel & Wilken Co
2	"	"	Bawo & Dotter
5	"	"	Miscellaneous Orders

HAMBURG

48	packages	glassware	Fenesterer & Ruhe
8	"	"	F Euler & Co
138	"	"	Geo Borgfeldt & Co
4	"	"	L D Bloch & Co
2	"	"	Lazarus & Rosenfeld
53	"	"	Strobel & Wilken Co
318	"	"	Miscellaneous Orders
17	"	earthenware	Bawo & Dotter
4	"	"	J Wygand & Co
5	"	"	Koscherak Bros
4	"	"	J Palme
36	"	"	Herman C Kuiper
45	"	"	L Straus & Sons
25	"	"	Lazarus & Rosenfeld
207	"	"	Miscellaneous Orders
178	"	chinaware	Strobel & Wilken Co
37	"	toys	B Illfelder
2	"	"	G W Travers
26	"	"	Samstag & Hilder Bros
31	"	"	Knauth, Nachod & Kuhne
217	"	"	Strobel & Wilken Co
245	"	"	Miscellaneous Orders

HAVRE

2	packages	chinaware	Bawo & Dotter
4	"	"	H Creange
1	"	"	Miscellaneous Orders

LIVERPOOL

4	packages	earthenware	The Rowland & Marsellus Co
11	"	"	W S Pitcairn
2	"	"	Maddock & Miller
19	"	"	Miscellaneous Orders
4	"	glassware	W H Plummer
6	"	chinaware	Strobel & Wilken Co
7	"	toys	" "

LONDON

9	packages	toys	Strobel & Wilken Co

LIMOGES

167	packages	chinaware	Theodore Haviland & Co

SOUTHAMPTON

13	packages	chinaware	C L Dwenger
40	"	"	Blakeman & Henderson
10	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

100	packages	earthenware	Jones, McDuffee & Stratton Co
57	"	"	Mitchell Woodbury & Co
4	"	"	Rowland & Marsellus Co
21	"	"	American Express Co
3	"	"	F W Miller & Co
3	"	"	Houghton & Dutton
1	"	"	Geo Borgfeldt & Co
45	"	"	Miscellaneous Orders

A WASTED WARNING.

IT often happens that in strolling along the wharves in Havana you will observe a huge box or barrel containing glassware with this inscription: "Handle with care—fragile." It is plain that the shipper, filled with a most laudable patriotic enthusiasm, imagines that the English language is universal and that away off, 800 or 900 miles from the shipping point, the workmen on the wharf will be able to read and understand the recommendations that these words carry with them. How easy it would be to put those words in the language of the country to which merchandise is going.

Among the Potteries
East and West

East Liverpool and Vicinity.

"Should the small pottery manufacturer cater to the large jobbing trade?" was the query of a manufacturer recently. He maintained that the jobbers should throw their business to the larger manufacturer, while the owner of a six-kiln plant should look after business through another channel. "I can remember the time," said this manufacturer, "when, operating a plant of limited capacity, we never thought of the jobbers. We did not want them, and if we had a small plant to-day we would leave the jobber to the big manufacturer and get our trade from the smaller dealer. It would be far better for the larger manufacturers to care for the jobbers and let the three-, five- and six-kiln potters look after the small trade."

* *

George S. Brush, one of the best known pottery managers in the Zanesville, O., district, with several business associates has completed the purchase of the twelve-kiln plant of the Zanesville Tile Co., which was built in 1902 by the J. B. Owens Pottery Co., first used as a pottery, later as a tile plant, and which has been idle for two years. Within sixty days its remodeling will be completed, and the plant started with over 100 employes. Among the lines to be made will be stoneware specialties and art pottery. Three additional kilns are to be built, together with two additional decorating kilns. The plant covers several acres and has shipping facilities on seven railroads. Mr. Brush will be manager of the new concern, which will be known as the Brush Pottery Co., and at the same time will retain the management of the McCoy pottery at Roseville. Report is current that A. E. Hull, of the Zanesville-Crooksville Sales Co., will be associated financially with the new company.

* *

Four decorating machines now being built by the Frontier Decorating Machine Co., of this city, will be ready for installation in different potteries here within sixty days. These machines are said to be an improvement over any decorating appliance now on the market

* *

Pottery manufacturers say that matchings on open stocks are the best sellers this time of the year. Re-orders are heavy, and in many instances express shipments are specified. This is taken to indicate that stocks are exceedingly low.

* *

"Business with us is equally as good as that of a year ago," say the Cartwright Bros. Their new underglaze pink treatment is selling finely.

* *

So great has the demand for teas and plates become that a noticeable shortage of these items is noted. Jiggers making this ware are constantly employed, and only recently several manufacturers have been compelled to increase their cup, saucer and plate jigger capacity.

* *

John M. Pope, of Trenton, second vice president of the United States Potters' Association, and one of the best known manufacturers in the East, spent an evening here recently, a guest at the home of Col. John N. Taylor, of the Knowles, Taylor & Knowles Pottery Co.

* *

Business from the jobbers is not up to normal, according to local pottery manufacturers. While quite a number of small demands are being sent in, the jobbers are not ordering as generously as was anticipated for this season of the year.

* *

Harry R. Wylie, manager of the H. R. Wylie China Co., Huntington, W. Va., was in the district recently.

* *

It is possible that Bertrand Rhead, of Hanley, Eng., will locate in this city ere long as a representative of Thomas Hulme, decal manufacturer.

* *

The West End Pottery Co. reports an unusually large sale this season on their sanitary fruit jar funnel, which is conceded one of the best household specialties placed on the market in years.

* *

The "Imperio" treatment on the "Princess" dinner ware shape of the Smith-Phillips China Co., which is the most elaborate decoration being shown in the Western district, and at the same time the most costly, is meeting with a good sale. It is an open

stock treatment, and both Eastern and Western dealers have placed liberal orders for matchings following the original bill.

* *

The present gives promise of being the best year in the history of the Edwin M. Knowles China Co. in so far as the sale of dinner ware is concerned. The several shapes are being offered in a large variety of treatments.

* *

An application for a receiver for the Brunt Pottery Co. was filed last week by Alice, Myrtle and Alina Cartwright and Sarah and Harry Deidrick, who assert that the plant has not paid a dividend in fifteen years. The petitioners represent $27,000 of the $100,000 capital stock. Up to Wednesday night the court had not announced the name of the receiver.

* *

It is reported that the time is not far distant when saggers will be made successfully in this district by machine. One concern here is installing the apparatus, and expects to have it in operation within six weeks. The product is said to be as stapleas the hand-made sagger.

Sebring, O. It is possible that the Saxon China Co., the latest concern to start here, will be decorating ware within sixty days. The first kiln of green saggers has been fired, and a small force has been started in the clay shops. This will be increased as construction of the plant proceeds General offices were opened in the new building this week. Fred Sebring, formerly with the French China Co , is general manager. U. E. Ueberoth of Chicago will be in charge of the traveling salesmen. Superintendents of manufacturing departments are now being selected. The plant has a capacity of nine kilns and six decorating kilns. General ware and specialties will be the product.

* *

New officers of the French China Co. will be ready for occupancy within a month. The suite, together with the new sample rooms, will be the most elaborate in Sebring. Floors will be hardwood, and the finishings and furniture will be the best procurable. The improvements will cost over $5,000.

Salem, O. The Salem China Co. has more than doubled its business this season over 1910, and has just placed two new salads on the market, known as the "Berlin" and "London." The treatment is a tinting arrangement which blends nicely with the centre decal decoration.

Zanesville, O. Announcement is made by the Ohio Pottery Co. that its plant, recently destroyed by fire, will be rebuilt as soon as possible. Twelve people were injured by falling walls while the pottery was burning.

AT ST. LOUIS.

DURING the past week we had with us A. H. Clinger, representing T. H. Hawkes & Co , cut glass manufacturers. Mr. Clinger was stationed at the Southern where he was visited by a goodly number of buyers from various sections of Illinois and Missouri.

* *

Another prominent salesman, Ernest D. Wetton, was quartered at the Planter's, where he displayed an exquisite line of rock crystal and gold-incrusted glassware manufactured by C. Dorflinger & Sons and the Honesdale Decorating Co. Mr. Wetton departed for Chicago and the Northwest.

* *

Other cut glass men recently at the Planter's were W. J. McKenna, representing the Wayne Cut Glass Co., and C. T McKenna, representing the Kelly & Steinman Cut Glass Co.

* *

Henry R. Shirley, representing Maddock & Miller, New York importers of china, left St. Louis last week for the Pacific Coast. Regarding the business he had done here, he remarked, "I have no occasion to complain."

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Sept. 16,'11	Corresponding period 1910	Exports Jan. 1 to Sept 16,'11	Corresponding period 1910
Boston	42	131	5688	5546
New York	460	38	5332	5887
Baltimore	220	24	8014	10525
Philadelphia	110	31	3211	4446
New Orleans	....	....	664	1669
Newport News	....	....	43	183
San Francisco	....	....	399	
Portland (Me.)	....	....	545	1029
Galveston	9	48	740	1226
Portland (Or.)	15	....	15	....
Inland Points	106	....	985	1430
Total	962	272	25636	31941

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Sept. 16,'11	Corresponding period 1910	Exports Jan. 1 to Sept. 16,'11	Corresponding period 1910
New York	460	127	5123	6442
Boston	42	295	5656	5431
Philadelphia	110	147	3189	4311
Baltimore	220	24	8009	13285
San Francisco	....	....	372	151
New Orleans	....	62	618	2001
Portland (Me.)	....	....	389	1943
Galveston	9	48	740	1313
Newport News	....	....	43	950
Portland (Or.)	....	....	....	55
Inland Points	3	....	260	942
Total	844	703	24399	36824

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Manufacturers of blanks for cutting are now closing contracts for 1912 deliveries. The lead glass manufacturers are working hard against the lime glass innovations, and competition is likely to be very keen.

The Universal Supply and Manufacturing Co. is the name of a new glass concern which will operate a plant in Wellsburg, W. Va., at an early date. Salt and pepper shakers will be made a specialty. Probably fifty people will be employed when the plant starts operations. Machinery is now being installed.

The Oriental Glass Co. is receiving advance samples of new pressed lines for decorating purposes for 1912, and within a short while selections will be made. This company did an excellent souvenir business during the past summer, the export trade being larger than in 1910.

The Tarentum Glass Co. is working on a new colonial pattern that is just a little different from any other colonial line now on the market.

Manufacturers of lighting lines are in the midst of their busy season, and every plant in the Pittsburgh district is running full. The demand for shades at retail is strong, and both manufacturers, jobbers and retail dealers are doing a heavy business. The shower and fixture manufacturers are also ordering liberally.

In a letter to a friend here, Walter Lindsay, who is in the West with the Duncan & Miller lines, writes from Colorado Springs that not in years has he enjoyed such good health. He also says: "And business is good."

A. W. Frank has been added to the sales force of the Ripley Glass Co., and will cover the Greater Pittsburgh territory.

A meeting of glass manufacturers, both pressed and blown, was held in the rooms of the Glass Association a few days ago, but nothing can be learned as to the object of the session. The lips of every one who was present are sealed. That the meeting was more largely attended than any session held in recent years is known, and it is thought that the conference had to do with the receiving of more money for their product. It is no secret among manufacturers that some items are being sold at a price wherein there is not a cent of profit.

L. P. Goodyear, with the Magic Seal Co,, New Haven, Conn., was here last week looking for packers' specialties.

Sales of light blown and stem ware during the past week were reported good, and the bulk of the business received was for early shipment. Department stores have been good buyers of these lines, and some jobbers have also sent in a very liberal amount of business.

H. C. Forster, of the Beaver Valley Glass Co., while making a trip through the West was last week robbed of his wallet, containing nearly $100, by a sneak thief who entered his room when he was asleep in an Omaha Hotel. Several other traveling salesmen were robbed the same night.

The Melott Heating Co., of this city, is coming to the front with a number of new effects in lighting fixtures. Showers are being brought out in new patterns and special glass is being made for a number of the newer designs.

"We have from twelve to fifteen shapes and nearly one hundred different treatments on our lighting glassware," says S. F. Elkins, of the Krakno Glass Co.

Mount Pleasant, Pa.

Bryce Brothers Co. have let the contract for a $20,000 steel and concrete addition to F. H. Hurst, a local contractor. The building will be two stories high.

Millersburg, O.

The offer of $16,000 for the Millersburg Glass Co., made by S. B. Fair has come to naught. The sale was not confirmed owing to objection on the part

of the creditors, and the case now goes back to court. It is hoped that a hearing will be had within thirty days.

WEDDING BELLS.

LAST Saturday Ellis Bauxbaum, of the American Art Glass Co, took to himself a wife in the person of Miss Frieda Heintz, one of the 57 varieties, and the best of the lot. The wedding, which took place at high noon at the residence of Miss Lehman 244 East 49th street, was private, only immediate friends and relatives being present, viz., Laura Paul Lehman, Ralph Wolf, Julie Deckmyer, Fannie D. Lehman and S. B. Clark. Dr. Kranskolf of Temple Beth Elohim was the officiating rabbi. After the ceremony the couple departed South for a short honeymoon. Mr. Bauxbaum provided a collation for his employees in the factory, where all hands drank success and good fortune to the bride and groom.

ON THE PACIFIC COAST.

THE Russian brass house on Sutter street, near Grant avenue, will not go entirely out of the business, as was announced some time ago. S. L. Tobias, proprietor, has now decided to reduce his stock of brasses and carry only the most popular-priced lines, adding several lines of novelties.

A. B. Dohrmann, of the Nathan-Dohrmann Co. and head of the Dohrmann Commercial Co., leaves this week for an extended trip to the East. According to present plans he will reach New York about October 8.

Leo. Himmelstern has just returned from a successful trip through the Northwest and reports conditions most satisfactory in the cities of that section.

M. Heyman, who travels for the Cowen-Heineberg Co., has returned from his trip and says that conditions in the Northwest are much more satisfactory than for some time past.

Geo. A. Boomer, local representative of the Plume & Atwood Mfg. Co., has just returned from a visit to the factory at Waterbury, Conn., and brings with him a large line of new samples.

S. Hollub, of M. Sellers & Co., is now in the city after a successful trip through the Sacramento Valley.

B. F. Heastand, local representative of the Fostoria Glass Co., has just returned to San Francisco after a several weeks trip through the Middle West States and southern California. He did a good business with the silver deposit ware his company is making.

Mr. Hockheimer, of Hockheimer & Co., Bakersfield, Cal., accompanied by Mr. Cummings, a member of the firm, have been visiting the San Francisco trade placing orders for fall and winter stock.

The White House Grocery and Market is now settled in its new quarters on Monte Vista street, Highland Park, Cal. Now that increased space will admit, the company plans to carry several new lines, one of which will be a large stock of kitchen supplies.

AT BOSTON.

MORE buyers have visited the Boston coterie this week than for some time past. All lines seem to be well purchased, the cheaper grades of glassware being especially in demand.

A new corporation is the Boston Art Glass Co., mannfacturing and dealing in art glass shades, etc. Capital, $6,000. F. H. Richenburg, president; F. T. Additon, treasurer.

George A. Granville, representing A. H Heisey and the Economy Tumbler Co., is at Pittsfield, Mass ; thence going through Connecticut territory.

H. L. Rogers, 611 Washingtou stseet, is the new representative of L. W. Levy Co., brass novelties, New York.

George E. MacFarlin, Boston manager of the Pittsburgh Lamp, Brass and Glass Co., is running through New York territory, and will return inside of two weeks. Joseph J. Dunn, salesman, has just returned from up Greenfield way.

W. A. Purington, with Harry B. Hollis, is having good success with the new "Luceo" reflector electrical shades throughout the larger cities of Maine.

Frank W. Miller, of F. H. Miller & Co., crockery jobbers, left on an extended tour of New York State October 1.

Miss Clark, of Goldsmith, Clark & Co., Andover, was a welcome buyer in town this week.

Stanley W. Searles, Meriden, Ct., has purchased the jewelry store of J. W. Nichols, 144 State street, Springfield. A small line of cut glass is carried.

Chase & Francis have received a number of new decorations from Taylor, Smith & Taylor, E. Liverpool. Edwin J. Tucker, of same firm, representing D.

WHY NOT?

If you are not already buying from us, WHY NOT? Try some of our open stock French china dinnerware. We have eighteen open stock patterns--all pretty and at popular prices. We carry them in stock at the New York wareroom ready for immediate shipment.

Other people are successful with the line. WHY NOT YOU? Let us send you a sample set. Our illustrated catalogue will also be sent at your request.

L. BERNARDAUD & CO.,

Limoges, France.

NEW YORK WAREROOM,
50 MURRAY ST.

H. R. CHURCHILL.

Place Your Orders Now for Spring Delivery.

THE CELEBRATED

AHRENFELDT CHINA,

Manufactured at Limoges, France.

ALSO THE RENOWNED ART CHINA MADE BY

C. G. SCHIERHOLZ & SOHN,

Plaue, Thuringia,

are meeting the universal approval of the critical buyer.

HERMAN C. KUPPER, Importer,

50, 52 and 54 MURRAY STREET, NEW YORK.

E. McNicol Pottery Co., will cover Western Massachusetts and Connecticut territory in a few days.

S. T. Lee expects to open his new one to twenty-five cent store at New Bedford about October 15.

Among the salesmen in town this week were: E. Ledger, with W. S. Pitcairn; Justin Tharaud, with Maddock & Miller; P. K. Clark, with American Mfrs. Co , Philadelphia

A welcome visitor was Charles B. Ott, sales-manager of the Eagle Glass and Mfg. Co , Wellsburg, W. Va.

The Attleboro Co-Operative Store, Inc., has been established at Attleboro with capital of $10,000

Paul M. Phillips, representing S. A. Weller, jardinieres, is working New York State, and is expected to return this week.

W. Straub, with Bawo & Dotter, New York, visited the Boston coterie this week.

Among the buyers in town this week were: Jos Donovan, for Robertson, Sutherland Co., Lawrence; Mr. Galligan, of Galligan Tea Co., New Bedford; Mr. Laviska, with P. B. Magrane Co., Lynu; N. E. Ford, for Chas. F. Wing Co., New Bedford; T. A. Holt, Andover; Mr. Rider, for F. N. Whitten Co., Middleboro.

CREDIT IS OF MORE VALUE THAN RATING.

IN these days every business man is careful to maintain his rating, but here and there is one who is careless with his credit. The statement may seem a paradox; but is it ? Printed rating is based on the amount of cold dollars a man may possess, and his record for having met his obligations without delay—resources and business honesty. Let us look at the broader scope of credit. To copy Webster, our definition of the word would be "belief, trust, influence and reputation." The question arises, What course must a man pursue to maintain for himself these four requisites of credit ? The mercantile agencies, in their books for general circulation, do not show the moral status of a man; but, nevertheless, the keen business world to-day does not lose sight of morals in looking up financial standing. The intemperate man, or the man who speculates or leads a loose life generally, should be aware of the fact that those in touch with him are going to use care that he does not go beyond his actual assets. An impaired rating, in its more confined sense, can eventually be built up again if not too badly damaged; but the process of restoring lost credit is an uphill job—a decidely disencouraging one at best. Young men, especially, should look to their moral ratings. Some day they may enter the business world for themselves. In most cases their past records will be their only assets. They may depend upon it that the basis of their credit ratings will largely depend on their moral ratings, as the days of the easy-going, the roysterer, and the "good fellow" are no more.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

MANUFACTURERS' agent with good established trade in the North Central States wants both blown and pressed glassware lines on commission for 1912. Address X, this office.

WANTED—Two or three good lines for the housefurnishing and crockery trade, for territory west of the Mississippi. Address Box 769 this office.

The HASKINS GLASS CO.

can light your store better. Let their engineering department tell you about it. It won't cost you a cent.

Main Office, Wheeling, W. Va. **Factory, Martin's Ferry, O.**

BRANCHES:

New York, Boston, Philadelphia, Atlanta, Los Angeles, St Louis, Montreal, Chicago.

EXHIBIT No. 78 NEW YORK ELECTRIC SHOW, OCT. 11-21.

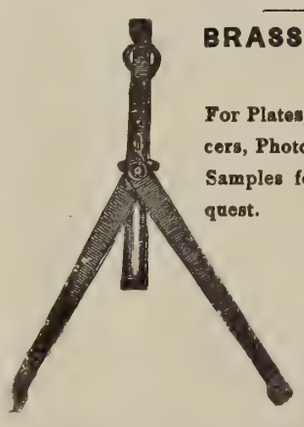
NEW FREIGHT SERVICE from East Liverpool, O.

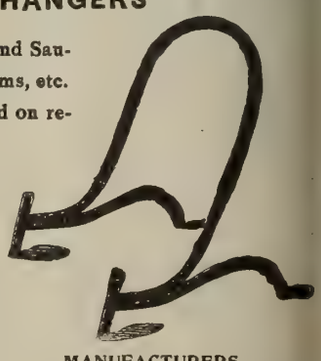
Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

ESTABLISHED 1873.

BRASS EASELS AND PLACQUE HANGERS

For Plates, Cups and Saucers, Photos, Albums, etc. Samples forwarded on request.





ABELS & CO., MANUFACTURERS 460 West Broadway New York

CROCKERY & GLASS JOURNAL

NEW YORK, OCT. 12, 1911

TALKS ABOUT BUSINESS-BUILDING.

By A. F. SHELDON,
Formulator of the Science of Business-Building and Editor of "The Business Philosopher."

TALK No. 5.

IN our last talk we determined that man-power in building any business was a matter of working in harmony with natural law. It was stated that while the natural laws of success are many, they may be boiled down to four basic injunctions, the first of which is; man, know yourself and how to develop your success qualities. We promised that in this talk we should discuss that injunction.

Man is a body plus a mind. He has a soul, too, doubtless. Personally I do not doubt it; but that is another story. Its discussion belongs to the clergy, and we shall leave it to them. We are talking business and how to build it, and we shall discuss the physical and the mental man. As such, he is a body plus a mind.

As to the body, this brief series of talks does not permit of an extensive analysis from the physiologist's point of view, nor does it permit of a very long discussion of health laws. The best I can do is to challenge your attention to a few basic facts concerning the body and the care of it.

No one can obey the natural laws of success in the business world unless he takes care of his body.

Thousands disobey enough natural laws at the breakfast table every morning to throw them out of harmony with many other natural laws of success all day long.

Millions are digging their graves with their teeth —eating too much, and not properly chewing that which they eat.

The cigarette fiend or the man who is constantly frequenting the bar for "bracers" is not going to possess the physical endurance of the nerves to stand the strain and stress of modern business.

Millions of men and women are breathing backwards—which is only half breathing at best. Watch the animal or the little baby before it is afflicted with civilization, and you will note that when it inhales the abdomen expands; when it exhales the abdomen contracts. Watch your own, for it may be going just the other way. If so, you are breathing backwards. This is an unnatural breath—a bad habit against the laws of health; therefore a violation of natural law in the business world.

Know the laws of keeping well, then follow the laws, and the health that gives endurance and success will be yours.

However great your ability, however high your reputation for reliability, however strong your will to do things, except these splendid powers are backed by health, you will never be able to win complete success.

If you have to contend with the "gnawing rat of dyspepsia" or lungs so weak that every draught brings a cold, you are handicapped. It is said that a sick stomach helped to lose Napoleon the battle of Waterloo.

Ill health is a cause of pessimism—and it is not the pessimist that wins in the great commercial world to-day, but the optimist. The man who radiates sunshine, whose handshake is warm and cheerful, whose voice has the ring of satisfaction, who sees the "silver lining" within the cloud—he is the man you want to buy from; he is the promoter, the man whose vibration is so high that he "must be up and doing."

If you would know the real reason this man is so happy—is so inspiring—it is because he is so well. His physical machinery is working in order. His lungs, his stomach, his teeth, are all right. He wears the armor of perfect health that is why he is so well prepared to fight the battle of life.

Energy comes from health, and without energy what business man hopes to succeed?

Can the carpenter build without tools? He must must have all the tools he needs for his craft, or he will be a bungler and a botcher. He can't saw with a hammer or chop with a plane. He must have the tool for the work if he is to be a master builder.

Would you be a master business-builder? Then you must have the tools for your work—and one of the most important tools is a healthy body. "Health is God's best gift."

To keep his health is the sacred duty of every man who would succeed. Nature offers you the

means: fresh air to breathe, clean water to drink, to bathe in, nourishing food to eat. Make your choice wisely—and be well.

One of health's chief laws is exercise—use your lungs, and your lungs become strong. Abuse or neglect your muscles, and your strength departs; neglect your lungs—don't breathe properly—and tubeurculosis may be the result.

It is so easy for the normal man to be well that it is a crime for him not to be well. The laws of health are so simple—nourishment and use—that it looks as if we should learn to obey them, since they mean so much in the battle of life.

Is not the man mad who in the "money-chase" destroys his body? Logic says he is; for money, after all, is only purchasing power in the commercial world, and the things worth while that money can buy are the things worth while to the well man only. To the sick man "the earth and the fulness thereof" means nothing.

One cause of the sick man's failure is his terrible selfishness; the man who is compelled to think continually of "his own ills" is not the man to give the world service. To be able to give the world real service you must be able to forget yourself and think of your work only.

Only the well man can love his work, and only the man who loves his work can render efficient service, and only the man who can render efficient service can be a success in the business world.

Since you are in business you want to become a success, and to get the reward of commercial success—money. That is a legitimate ambition. You should be proud of it. The man who has no desire to make money is unwise. But you are an ambitious man auxious to attain or retain your success

The first thing, then, to do is, be healthy. If you are so already, remain so. If not, follow the laws of health, and attain it. Remember, health is the first step in the attainment of success.

I shall discuss the second and third injunctions in Talk No. 6.

PROMINENT MEN IN THE TRADE.

ROBERT SLIMMON.

VERY few men have been continuously associated with the English crockery business in New York longer than Robert Slimmon. It is upwards of thirty-one years since he first became identified with the trade, and twenty-six since he first represented A. J. Wilkinson's, Ltd At that time Wilkinson's were only making white granite goods. A little later they started to make lustre band ware. Now they are producing some of the finest dinnerware on the market, and ninety-five per cent of their output is decorated goods of the highest class. Mr. Slimmon at that time also represented the Upper Hanley Pottery Co., which made a line of dinnerware and fancy pieces. Then he added J. H. Weatherby & Sons' samples of dinnerware, which consisted of prints, printed and gold, and enameled. Soon after this a further addition of Bourne & Leigh's line of Blue Willow dinnerware and their other regular patterns was made. R. Sudlow & Sons were next to come under the control of Mr. Slimmon, and their well-known line of Rockingham teapots was duly attached to the already comprehensive display of goods. Fancy goods and Scotch motto ware of the Royal Aller Vale Pottery Co. were then gathered in by this enterprising busi-



ROBERT SLIMMON

ness man, who has made a success of everything he has handled. He also shows the fine majolica goods of Shorter & Sons, and china from Collingwood Bros. Mr. Slimmon has the most varied array of English dinnerware in the crockery district and one of the best lines of teapots on the market.

The changes that have occurred since he started in business are astounding. He has seen old concerns pass away, new ones come and go, and has watched the more fortunate grow to prosperity.

It must not be imagined for a minute that Robert Slimmon & Co. are old-fashioned because of their long establishment. There is not a more wide-awake and up-to-date concern in the District. "Upward and onward" has always been Mr. Slimmon's motto And to-day he has a showroom of which he is justly proud—comprehensive in its display, orderly in arrangement, and with a light that is the envy of many of his competitors.

Mr. Slimmon was elected president of the Crockery Board of Trade in 1897, at which time he was the youngest president that had ever been chosen. He served a further term in 1898, and has given his time very often on special committees It is such men as he who give stability to the crockery business and help to maintain its high standing.

The New York Crockery and Glass District.

THE Crockery Exchange shut up shop at noon on Thursday (Columbus Day), and the majority of the houses in the District followed suit. Some closed their establishments for the entire day.

All of the new season samples of the G. D. A. Limoges china are now ready for the inspection of buyers, and never was so varied an array set out by this house at one time. There are more than a hundred different patterns and treatments, running from the cheaper forms of decoration to the most expensive gold incrustations. The festoon style of border predominates in this year's output, and has claimed a good deal of attention from the artists responsible for the new designs. A pattern that strikes a happy medium between cheap and expensive is on the order of a scattered bouquet. This is perhaps the brightest in color of all the patterns. The one thing that impresses the visitor is that while some designs are of course stronger than others, the well-known characteristics of G. D. A. china—daintiness and refinement—have been maintained throughout the entire display. Next week we shall have something to say of the patterns in detail.

If you want dolls at worth-while prices, now is the time to visit Bawo & Dotter. They have numerous selections in stock for immediate delivery—dressed dolls ranging in quality from ten cents to two dollars, and jointed and kid dolls which retail at from twenty-five cents to a dollar and a half. One very attractive specialty is a character doll with real hair and moving eyes which retails at half a dollar and one dollar.

Among the many new patterns in dinnerware to be seen in the District none surpasses an open stock pattern that L. Bernardaud & Co. are showing. It has a rich gold band upon which is delicately traced a Grecian key border, and a further inside border of English tea roses placed at intervals and connected with an exquisitely-executed design of forget-me-nots. The shape is perfectly plain and in good taste, while the handles are of matt gold. This is one of about fourteen or fifteen open stock patterns that this firm carries, all in a highly artistic order of decoration. An illustrated booklet showing them all can be had for the asking, or they will even send samples upon request without cost.

Alfred G. Moment is showing a large line of high-grade goods with paste gold incrustations and a Rose du Barry which is one of the finest pinks we have ever seen on French china. Some English decorations in checker work are also very attractive.

Wm. D. Dougherty has received from the Consolidated Lamp and Glass Co. a line of ground glass globes with crystal figure showing through, after the style of colonial cut glass. The effect is remarkably good. The brilliancy is almost if not fully equal to that of cut glass, and the price is very, very much less.

Among the new things just received by A. P. Doctor from the Central Glass Works is a low footed goblet in the latest English style, made both in blown and optic, and offered at the same price as the regular goblets. He has also on view a number of new deep etched designs in full lines.

The D. E. McNicol Pottery Co. have sent to their local representative, A. C. Dorner, a most comprehensive line of novelties and specials for the scheme goods trade.

The Cook Pottery Co., Trenton, N. J., now has its hotel ware samples displayed in New York, A. C. Dorner having recently been appointed agent, with showrooms at 25 West Broadway.

A pottery never represented before in this country, the Royal Staffordshire, has sent to K. L. Wedgwood an extensive line of samples of excellent bone china teaware. The goods are suitable for exclu-

sive china stores and jewelers. Although the decorations are original andin good taste, and an excellent choice of colors and enamels has been made, they are very moderate in price.

The Haskins Glass Co. have a very interesting exhibit at the Electrical Show in the New Grand Central Palace this week. W. Godfrey Boyd, Jr., the consulting electrical engineer, is in charge, assisted by L. Bennett.

It may not be generally known that the Pittsburgh Lamp, Brass and Glass Co. are manufacturers of a patent fire extinguisher. Since July the New York office has had "The Pittsburgh Fire Extinguisher" on sale. It is of the chemical kind, in which the elements start working the moment it is turned bottom up, and all one has to do is direct the stream where it will do the most good.

A new five-pint water jug has just been put on the market by the Duncan & Miller Glass Co. It is plain in shape, has a very wide mouth, and looks like a good seller.

Hugh C. Edmiston is showing some pretty designs from Meakin's. Every one is original, a strict departure from conventional lines having been followed in all cases. A new shape called the "Princess" has a very pretty green border with panels of flowers —a decidedly novel treatment; and he shows a blue the like of which has never before been seen in this city. It is absolutely indescribable.

SPECIALS.

DISPOSING OF DUPLICATE SAMPLES.

Julius Palme is offering, at prices that are worth while, his duplicate samples of fancy Austrian china, Bohemian glassware, and a line of pottery. The goods are all new, and just the thing to brighten up a stock.

BARGAINS IN PORTABLES.

The Plume & Atwood Mfg. Co. having gone out of the gas and electric portable business, are selling all their goods in this line at a reduction. They are all brand new goods, made from parts that were already cut up in the factory, and are of the usual excellent quality characteristic of this company's product. Here is a good opportunity for bargains.

LAMPS FOR NERVOUS WOMEN.

The carrying of a heavy ornamental oil table lamp from one room to another is a ticklish job for a nervous woman. The Fostoria Glass Co. has produced one that minimizes the danger, being provided with two substantial handles in just the right place that render it an easy matter even to carry it upstairs. It may be had in varied attractive decorations.

A FINE LEADER.

The Goodwin & Kintz Co. are showing at their local salesroom a gas portable with cast frame and art glass, brass or bronze finish, for $3.50. The quality is good, and the article would make a fine leader.

PRESSED GLASS ELECTROLIERS.

Electroliers in pressed glass are the very latest. The Cambridge Glass Co. has sent to its New York representative, Wm. Dealing, two very attractive ones in the "Near Cut" brand of glass. They are not, of course, nearly so costly as cut glass, and look mighty good.

CUT GLASS NAPPIES AT $7 PER DOZEN

These days, when so many pressed blanks are used, it is refreshing to find a real all-cut article that can be bought at a low-cut figure. J. D. Dithridge, 25 West Broadway, is offering a seven-inch nappy of excellent workmanship at $7.00 per dozen.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Sept. 23 '11	Corresponding period 1910	Exports Jan. 1 to Sept 23,'11	Corresponding period 1910
Boston	331	95	6019	5641
New York	277	238	5609	6125
Baltimore	78	265	8092	10790
Philadelphia	80	48	3291	4494
New Orleans	....	....	664	1669
Newport News	....	....	43	183
San Francisco	12	3	411	3
Portland (Me.)	....	....	545	1029
Galveston	....	75	740	1301
Portland (Or.)	6		21	..
Inland Points	32	....	1017	1430
Total	816	724	26452	32665

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Sept. 23,'11	Corresponding period 1910	Exports Jan 1 to Sept. 23,'11	Corresponding period 1910
New York	2576	235	7699	6677
Boston	332	101	5988	5532
Philadelphia	80	53	3269	4364
Baltimore	78	265	8087	13550
San Francisco	12	3	384	154
New Orleans	....	....	618	2001
Portland (Me.)	....	....	389	1943
Galveston	....	75	740	1388
Newport News	....	....	43	950
Portland (Or.)	6	....	6	55
Inland Points	....	....	260	942
Total	3084	732	27483	37556

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

An official of one of the largest glass manufacturing concerns here says that in his opinion Pittsburgh presents one of the greatest opportunities known for the opening of a glass jobbing house. In past years about a dozen jobbers were in business here. There are about three houses in the district now, all operating only on a small sale.

There is great activity at the Duncan & Miller factory at Washington, Pa., all lines being in demand. Walter Lindsay, who has been in the West for six weeks, has returned after a good trip, while J. C. Rent, after working the Pittsburgh district, left Monday for his regular territory.

Vice-president A. H. Patterson, of the New York office of the Phoenix Glass Co., and Sales-manager E. H. Peck, of the same office, have returned to the East after spending several days at the home office and factories looking after details connected with the proposed 1912 lines.

Within the last week there has been a marked increase in the demand for decorated table sets and table glassware specialties. There is practically no demand now for decorated souvenir ware. Decorating shop owners assert they could sell more goods early in the season if they received a little help from the manufacturers, who, they claim, are too slow in the matter of forwarding samples.

For three days last week meetings were held at the Glass Association headquarters between committees representing the manufacturers and workers for the purpose of settling disputes in the manufacturing department.

The United States Glass Co. is showing a new, although short, line of light cut ware, known as No. 286, and somewhat similar to its No. 283. The cutting is floral in character.

There will be a meeting of the board of directors of the Western Glass and Pottery Association shortly to arrange details for the next annual meeting. There has been a marked increase in the enrollment of new members this year. The officers have been digging right along.

W. W. Lang, representing Kinney & Levan, and having offices in the Century Building, is showing an assortment of lime cut glass, consisting of twenty-nine pieces, for $25.

H. M. Felker, who in past years was one of the best known glass salesmen on the road, spent a few days in the district last week, returning from a four months' stay in the West for the benefit of his health. He is looking and feeling better now than for a long time. Mr. Felker is engaged in the silica sand business.

Jobbers and some of the smaller lighting goods manufacturers have been making some rather large shipments to plumbers in the smaller towns. As a side line it is claimed that plumbers do well when they have good assorted stocks of shades for both gas and electric.

The stock of the New Method Art Glass Co., which was bought at receiver's sale a month ago by S. Levy, of this city, is being offered for sale at retail in a room in Sixth avenue.

"We are going to have something new within a month that will be one of the biggest surprises of the season in the glass trade," said Secretary Frank E. Freese of the Ripley Glass Co. "Can't tell you about it now; but it looks like a winner."

Announcement is made by the United States Glass Co. that the molds of all their lamps are being changed so as to permit of the use of their new glass collar with a metal thread. The former clinch collar neck will give way to the new invention.

Confirmations are now being received at the Ft. Pitt and the Seventh Avenue Hotel of reservations in January for the 1912 Glass and Pottery Exposition. When the show closed last season the majority of the representatives asked for the same rooms. During the past ten days additional inquiries have come in

from new concerns. It was then that the hotel managers sought confirmations of reservations, and what is left will go to the new applicants. There is reason for believing that the 1912 show will be larger than last year.

The demand for fancy goods in glass for the holiday season has started. and buyers show a tendency to order in liberal quantities.

B. F. Pritchard, manager of the Pittsburgh office of Bawo & Dotter, has returned from spending a week at the New York headquarters.

Moundsville, W. Va. The Fostoria Glass Co. is steadily increasing its export trade. Shipments to foreign countries have been exceptionally heavy of late. Consignments of ware have been shipped to St. Petersburg, Russia; Paris, Hawaii and the Philippines. The Honolulu shipment alone amounted to four car loads. The foreign demand is principally for the finest ware, and that being shipped at present is chiefly for the holiday trade. The company has enough orders on hand for blown ware to keep that department in operation till the end of the year.

AT CHICAGO.

CONDITIONS in all branches of the trade continue satisfactory, the toy business possibly being the most extensive at the present time. The larger department stores are fairly liberal with their fill-in orders, and the smaller stores are buying Christmas goods in good sized lots. Cut glass is also coming in for a good share of the holiday business, and fancy lamps are also in demand.

* *

Practically all the traveling representatives are on the road, and a few buyers from nearby towns drop in almost daily to select stock from the showrooms.

* *

E. Eschwege, manager of the Chicago office of Louis Wolf & Co., sailed for Europe October 2 on a business trip of several months' duration. While he will buy toys of almost every description, most of his time will be taken up with dolls. During his absence John H Diehl will look after the local office. Mr. Diehl returned from a two weeks' trip in Michigan on Saturday last.

* *

J. C. Althauser, a crockery and toy dealer of Des Moines, Iowa, visited the trade last week and bought considerable stock. Another Hawkeye State buyer here recently was Mr. Rassmausen, of Spencer.

* *

George W. Moore, local manager for A. A. Vantine & Co., left last week with a full line of samples and will be gone several weeks.

* *

Wm H. Schreiber, of Bawo & Dotter's New York office, spent last week in Chicago, assisting Paul Fueslein. Mr. Schreiber left this week for a tour of Western and Canadian cities. E. Bremmer returned this week from a two weeks' trip in Illinois.

* *

Harry Warman has returned from a visit to the Limoges China Co.'s factory at Sebring in the interest of the Hartman Mfg. Co, the pottery concern's local representatives.

THE CONDITION OF BUSINESS.

New York A certain amount of quietude has pervaded the New York market during the past week. However, nearly every desert has its oasis, and the situation was relieved by occasional buyers who placed good orders.

Lamp manufacturers are looking forward to better business next week, this hardly having come up to their expectations.

The heads of the English importing houses who are on the road with their new samples are taking orders of fair size.

French china representatives are busy getting their samples arranged, and a good trade has already been done in this line, both at home and on the road.

Glass importers have brought in a very great array of new things this season, and if orders continue as they have started will have nothing to complain of.

Representatives of domestic pressed glass manufacturers are very busy.

Agents for domestic potters are getting their full share of business—in fact, more in proportion than they expected.

Some of the cut glass factories are running to full capacity; others are fairly busy. On the whole there is little room for complaint.

East Liverpool and Vicinity. While there has been a fair amount of new business distributed among the Western pottery manufacturers during the past week, it is admitted by some that they could still care for larger shipments. Every plant in the district, save one, is in operation. Salesmen on the road are sending in a fair amount of holiday orders.

Pittsburgh and Vicinity.

The demand for seasonable lines of glassware is increasing. Fancy goods have been called for generously during the last ten days, and decorated table sets have also shown an increase. Cut glass is moving better, and the lighter patterns of blown and stem ware are having a better sale than a year ago.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

J C Gardiner, with Carson, Pirie, Scott & Co, s, Chicago. 115 Worth.

M Herz, with Mandel Bros., s, Chicago. 15 East 22d street.

D Wallace, of Forbes & Wallace, s, Springfield, Mass. 2 Walker.

D Wile, with Kaufman, Strauss & Co, hf, Lexington, Ky. 315 Fourth avenue.

W K Cottrell, with C K Whitner & Co, hf, Reading. Navarre.

Mrs L B Walter, with Gimbel Bros, s, Philadelphia. 32d street and Broadway.

ON THE PACIFIC COAST.

THE Schloss Crockery Co. have just opened a factory in Melrose, Cal., for the manufacture of bottle and jar closures and are now producing every variety of these goods. They are manufacturing their own caps for the Golden State Mason fruit jars.

A car load of brown and white cooking ware has just been received at Hale Brothers department store and will be made the special feature of the housefurnishing department sale next week.

W. C. Ball, of the Ball Glass Mfg. Co., Muncie, Ind., is in the city for a few days.

The Western Porcelain Co., of which John A. McIntyre is president, has commenced the erection of a large chinaware factory on the eastern limit of Spokane, Wash. The preseut offices of the company are at 323 Hutton Building, Spokane.

L. Prager, of Prager's, has just purchased a Handsome home at highland Park, Hillsboro, on the peninsula south of San Francisco.

M. A. Hamburger, of Los Angeles, sailed October 4 for China, and will make an extensive tour through that country, Japan, India and the Phillippines, returning in the spring via the Hawaiian Islands. This trip is largely for pleasure, but he may do a little buying for his store in the way of fancy china, ivory and art goods.

Mr. Armer, of the Lehrberger-Armer Co., has just returned from a very successful trip through the northwest with the company's line of silver deposit ware.

A large case of hand-painted cups and saucers was stolen from in front of the store of the John Breuner Co., Oakland, a few evenings ago.

Sylvester Baker, the San Francisco representative of the Macbeth-Evans Co., left last week for an extended trip. He will visit Salt Lake City, Denver, Portland, Seattle, and many minor places. He takes with him a large line of his company's staples.

The self-centering banding wheel which Dorn's Ceramic Supply Co. has had on sale for some weeks has been received with much favor by china decorators in this and other California cities.

J. W. French, traveling representative of John Davison, New York, is expected in San Francisco in a few days.

MORE ABOUT ROEMERS.

SOME time ago we published an able article on roemers from the pen of E. R. Thieler which claimed the attention of many of the glass agents in the District. Among these was Julius Palme, who takes a great interest in things historical. He was interested enough to make further investigations, and has forwarded the following as the result of his delving into the past:

"The wine glasses of fancy shape called roemers have been in use for centuries, and may, in fact, have derived their name from the Romans who had settled along the Rhine, formed a colony and founded glass factories which most likely originated these fancy shapes, called in a later period 'Roman glasses.'

"In fact, we find in the archives of the city of Cologne a document dated April 11, 1459, giving instruction that at the public dinner of Friday, after the procession with the Holy Sacrament, no 'Roman glasses' should be used; other ordinary glasses should be served.

"One hundred and thirty years later, in the year 1589, we find in the same archives the instruction that when at a public dinner the roast is to be served, four large 'roemers' should be put on each table.

"These two notes show plainly that the roemers were first called 'Roman glasses,' indicating their origin; this in time being abbreviated to 'roemer.'"

Mr. Palme will visit Europe shortly and will inquire further from some of the learned priests abroad what they know of the roemer as a sacred vessel, as there seems little doubt but that it was originally used in religious festivals.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 12, 1911.

GET ON THE BUYERS' CALLING LISTS.

THE practice of keeping their names out of the published list of arrivals is becoming more prevalent every season with out-of-town buyers, and goes to show how necessary it is for manufacturers and their agents to get on the list of calls usually made up before leaving home.

The way to do this is of course to continually keep their wares before the buyers' eyes—in other words, advertise in the trade paper that they always read, the JOURNAL, the recognized organ of the crockery, lamp and glass trades.

Have carefully-worded advertisements drawn up (the JOURNAL'S staff of experts will help in this matter), illustrate them with faithful reproductions of the wares (here again the JOURNAL'S artists will give help), and send the message on its way to all our subscribers.

Do this, and it is a foregone conclusion that the next time the buyer comes to New York his name, if not exactly in the same position as Abou Ben Adhem's, will at least be somewhere on the list.

FRESHENING STOCKS.

NEVER has the crockery and glass business been so erratic as this year. Activity will suddenly appear in a place heretofore dull, and as quickly cease, only to reappear in a widely-distant spot at a totally unexpected time. Buying seems to be done in waves. One week the call may be for dinnerware, to the exclusion of nearly everything else; the next hardly a set will be sold.

It is not advisable to over-stock, but it is desirable, even with the queer conditions existing, that a retailer should have a sufficient quantity of goods on hand to supply the wants of his customers. In too many instances retail stores, and particularly the department stores, are not carrying enough of the right kind of goods to make a decent showing. It may be that the stock book shows a heavy investment; but the chances are that it is in dead stock. In such a case it would be better to give the stuff away and put in live, moving ware.

A case has recently come to our notice where a firm which had been buying from hand to mouth put in a new buyer. A little talk convinced the proprietor that a comparatively small outlay for new wares would result in an increase of business. The result was astonishing. The purchase of less than a thousand dollars' worth moved more goods in one week than had ever been done in the store before in any one month of its career.

PERSONAL.

THE golf trophy won by K. L. Wedgwood was duly presented on Friday last, much to the delight of the recipient, who is charmed with the handsome Mettlach stein given by President R. E. L. Wells.

J. H. Harris, china and glass buyer for Greenhut-Siegel-Cooper Co., went to St Luke's Hospital on Thursday of last week for a minor operation. He expects to be out the last of next week.

C. A. Cook, salesman in New York and Philadelphia for the International Pottery Co., Trenton, N. J., was in the District this week. He said orders were numerous and his factory quite busy.

The Swope-Neff Jewelry Co., Terre Haute, Ind., made purchases of glass and fine china last week when their emissary visited New York.

Joseph T. Sack, of Jersey City, ventured into the State of New York recently to purchase crockery and glass.

A great deal has been printed about the slaughter of birds in Montclair, and the New Jersey daily papers have held forth on the subject from all points of view. Mr. Young, of Young & Co., who was here buying china and glassware last week, says that the birds have become an intolerable nuisance. Sometimes as many as two thousand of the feathered tribe

will assemble in one tree, and a suffragettes' meeting is nothing in comparison.

⚜

J. B. Stevens, Morristown, N. J. was a gleaner in the glass field of New York a few days ago.

⚜

Kennard L Wedgwood started for Boston on Monday last. From there he goes to Buffalo, and will continue thence through to the Middle West.

⚜

George Hamilton was in Boston last week, remaining over till the early part of this. His recent journeyings to Philadelphia, Baltimore and Washington confirmed our opinion of his new samples. Buyers showed their appreciation by placing liberal orders.

⚜

His first week with Arthur A Bean has been very satisfactory to L. A. Anthony, for success has attended all his effects. Blood tells. George E. Anthony's training is evident in the work of his son.

⚜

L. L Rosenberg, New Haven, Conn., was a buyer last week in the District.

⚜

I. W. Oakley, of Montrose, Pa., brought his wife with him on his purchasing trip last week. He was frank in his opinion of the recent catastrophe in Austin, Pa., and among other things said it was foolish of people to build in the path of such a menace.

⚜

Marion G. Bryce, of the U. S. Glass Co., was in New York Monday and Tuesday.

⚜

Seventeen years with the Cook Pottery Co., Trenton, N.J , is the record of Arthur Poole, who visited the District on Wednesday to give final information regarding the hotel ware samples that have just been sent to A. C. Dorner, the New York representative.

⚜

Charles Vogt, of Vogt & Dose, has returned from a trip through New England. Business was fairly good and the prospects for future trade excellent.

⚜

Since last Saturday morning F. A. Hess has worn the most expansive kind of smile. Baby and mother are doing well, thank you!

⚜

Many mills in the neighborhood of Troy and vicinity that have been idle for some time are now running full swing, and George H. Kefauver, buyer of crockery, glass, lamps, etc , for R. C. Reynolds, Troy, N. Y., who was in the District last week, says this accounts for the improved condition of business in his town.

⚜

W. E. Hunter, of the Economy Tumbler Co., was in the city last week and remained here until Monday evening. He was most enthusiastic over prospects for the future.

⚜

Cut glass is an important part of the jewelry store stock of R. J. Atwell, Middletown, Conn , who was visiting the agents in the District last week.

⚜

Joseph Macauly is doing business now for the Consolidated Lamp and Glass Co , from their New York offices.

⚜

A. Gredelue, New York representative of Baccarat glass, was in Pittsburgh on Monday and Tuesday of this week. He is meeting with great success with some new light cuttings he is introducing. One of them is a fluted pattern that make one think of the pipes ina grand organ. It is pretty and very effective. Another has an irregular cutting in a sort of zigzag style that takes the eye of every one who has seen it

⚜

The M. P. Alkon Co., Portsmouth, N. H., was represented in the District last week and orders were freely placed.

⚜

John H. Roth, of Peoria, Ill., who sailed Tuesday on the "Kronprinz Wilhelm" for Europe, said during his brief stay in the city that although things in the West are rather quiet, he has increased his business forty per cent over last year.

A REMINISCENT "AD."

IN the Newark Sunday "Call" the W. V. Snyder Co., of that city, reproduce an advertisement that appeared in the "Newark Advertiser" of December 1, 1860. It reads as follows: "Union Meeting at Snyder's!' In view of the very threatening aspect of affairs 'away down in Dixie' we have decided to call a meeting of the ladies of Newark, not to decide whether New Jersey shall side with South Carolina and leave the United States, but whether Snyder can sell goods as cheap as they are sold in New York city. We contend that we can sell them much cheaper," etc. This shows two things: first, that the W. V. Snyder Co. have been in business over fifty years; second, that they were feeling New York competition as keenly then as in the present day. The anniversary advertisement occupies four pages, a great portion of which is devoted to china, glass and housefurnishings.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 10, 1911.

ANTWERP

39 packages toys.....Strobel & Wilken Co
5 " chinaware.....

BREMEN

2 packages glassware.....L Straus & Sons
41 " " .....J H Venon
6 " " .....Geo Borgfeldt & Co
118 " " .....Strobel & Wilken Co
215 " " .....Miscellaneous Orders
18 " earthenware.....L Straus & Sons
11 " " .....Bawo & Dotter
43 " " .....Knauth, Nachod & Kuhne
68 " " .....Geo Borgfeldt & Co
40 " " .....Karl Hutter
97 " " .....Miscellaneous Orders
94 " chinaware.....Strobel & Wilken Co
158 " toys.....Geo Borgfeldt & Co
136 " " .....F W Woolworth
3 " " .....Knauth, Nachod & Kuhne
20 " " .....A Steinhardt & Bro
13 " " .....Bawo & Dotter
566 " " .....Strobel & Wilken Co
287 " " .....Miscellaneous Orders

BORDEAUX

50 packages chinaware.....Wm Guerin & Co
639 " " .....Haviland & Co
6 " " .....Bawo & Dotter
14 " " .....H R Churchill
2 " " .....Fondeville & Van Iderstine
43 " " .....Miscellaneous Orders

COPENHAGEN

3 packages glassware .....Fensterer & Ruhe
6 " chinaware.....Royal Copenhagen Porcelain Co
5 " " .....Miscellaneous Orders
681 " toys.....Geo Borgfeldt & Co

GENOA

30 packages earthenware.....H Creange
28 " " .....Miscellaneous Orders

ROTTERDAM

70 packages earthenware.....Bawo & Dotter
46 " " .....Geo Borgfeldt & Co
38 " " .....L D Bloch & Co
20 " " .....Lazarus & Rosenfeld
3 " " .....Miscellaneous Orders
240 " toys.....B Illfelder & Co
112 " " .....Samstag & Hilder Bros
3 " " .....Knauth, Nachod & Kuhne
317 " " .....Miscellaneous Orders

LIVERPOOL

10 packages earthenware .....The Rowland & Marsellus Co
9 " " .....Bawo & Dotter
47 " " .....W S Pitcairn
15 " " .....H C Edmiston
14 " " .....W H Plummer
14 " " .....George Hamilton
2 " " .....L Straus & Sons
7 " " .....Maddock & Miller
11 " " .....G F Bassett & Co
23 " " .....R Slimmon & Co
1 " " .....Meakin & Ridgway
14 " " .....F W Woolworth
6 " " .....Strobel & Wilken Co
39 " " .....Miscellaneous Orders
24 " toys.....Strobel & Wilken Co

LIMOGES

2 packages chinaware.....Theodore Haviland & Co

HAMBURG

2 packages glassware.....Fenesterer & Ruhe
20 " " .....Bawo & Dotter
19 " " .....Kmy-Scheerer Co
53 " " .....Strobel & Wilken Co
191 " " .....Miscellaneous Orders
97 " earthenware .....Geo Borgfeldt & Co
17 " " .....Herman C Kupper
36 " " .....Lazarus & Rosenfeld
14 " " .....Koscherak Bros
24 " " .....Fensterer & Ruhe
25 " " .....L Straus & Sons
72 " " .....L D Bloch & Co
172 " " .....Miscellaneous Orders
15 " chinaware .....Bawo & Dotter
35 " " .....Strobel & Wilken Co
17 " toys.....B Illfelder
32 " " .....Samstag & Hilder Bros
59 " " .....Strobel & Wilken Co
109 " " .....Miscellaneous Orders

LONDON

8 packages toys.....Strobel & Wilken Co

TRIESTE

68 packages glassware.....L Straus & Sons
13 " " .....J Palme
6 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

28 packages earthenware.....Jones, McDuffee & Stratton Co
9 " " .....E Boote
8 " " .....G F Bassett & Co
3 " " .....American Express Co
8 " " .....Mitchell Woodbury & Co
4 " " .....Rowland & Marsellus Co
19 " " .....Miscellaneous Orders

GENOA

2 packages earthenware.....R F Downing & Co

COPENHAGEN

1 package earthenware.....Geo Borgfeldt & Co

ANTWERP

35 packages earthenware.....Jones, McDuffee & Stratton Co
82 " " .....L Wolf & Co
8 " " .....A Stowell Co
7 " " .....American Express Co
23 " " .....Mitchell, Woodbury Co
3 " " .....Houghton & Dutton
58 " " .....Geo Borgfeldt & Co

HAMBURG

81 packages earthenware.....Jones, McDuffee & Stratton Co
1 " " .....Jordan Marsh Co
15 " " .....Wm R Noe & Sons
46 " " .....F W Woolworth
11 " " .....Houghton & Dutton
84 " " .....E A Runnells & Co
9 " " .....Stone & Downer Co
15 " " .....Mitchell, Woodbury Co
22 " " .....Patterson, Wylde & Co
33 " " .....American Express Co
2 " " .....R H Stearns Co
1 " " .....Samstag & Hilder Bros
84 " " .....R F Downing & Co
103 " " .....National Despatch Co
100 " " .....First National Bank
116 " " .....Geo Borgfeldt & Co
4 " " .....W N Proctor & Co
18 " " .....L E Knott Apparatus Co
45 " " .....L Wolf & Co
140 " " .....Miscellaneous Orders

Among the Potteries
East and West

East Liverpool and vicinity.

F. Victor Johnson, a member of the firm of Johnson Bros, England, spent several days in the district last week. His purpose in coming here was to secure new ideas along manufacturing lines. He was especially interested in the improved methods in vogue here in decorating shops, and also in the new brushing and dipping machiues which have been recently installed in several local potteries From here Mr. Johnson went to Sebring to inspect a new decorating machine in use there He will spend some time among the Eastern pottery manufacturers before returning home.

* *

Charles F. Haltom, of A. N. Haltom & Co., Memphis, Tenn., was here this week placing new business. This concern is conceded to be the largest distributer of pottery specialties south of the Mason-Dixon line.

* *

All Western pottery manufacturers are making molds for new items to be brought out the latter part of December. There will be a nnmber of new salads and seven-piece sets

* *

A meeting of the executive committee of the United States Potters' Association will be held in a few days for the purpose of setting a date for the next annual meeting. It is believed that the meeting will be in Washington, D. C.

* *

The only potter's wheel in the district will be removed next week from the Croxall Pottery Co. to the Carnegie Library, where it will be in the keeping of the East Liverpool Historical Society. The society is desirous of collecting as much historical pottery as possible, and will welcome any gifts of either domestic or foreign ware.

* *

This city is in the throes of another local option campaign. The county and city voted "dry" three years ago. As soon as the time was up, Oct. 3, a petition containing nearly 8,000 names was filed with the county commissioners asking for another election. This will be held during the month. Similar elections will then follow in nearly sixty other counties in the State.

* *

Trade conditions with the Knowles, Taylor & Knowles Pottery Co. are of the best, and the plant is working full time. Demand for decorated dinner ware on both the "Ramona" and "Lotus" shapes is strong, and indications now are that it will continue so throughout the remainder of the year.

* *

The demand for calendar plaques this season is fifty per cent less than a year ago.

* *

More inquiries are being received by decal salesmen this season for new open stock and exclusive dinner patterns than heretofore, and it is openly asserted that a greater variety of treatments will be shown on dinner ware in January than ever before. There will also be more exclusive patterns bought this season than during 1910.

* *

Announcement cards have been received in this city of the approaching marriage of Miss Hazel Sebring, daughter of Oliver H. Sebring, of the French China Co., and Ray Cliff, formerly of Wisconsin, but now connected with the E. H. Sebring Pottery Co. The wedding will take place Oct. 19 at the home of the bride's parents.

* *

Thomas Sant, the well-known pottery clay dealer, who has been spending the summer in Europe, has returned to his office in this city.

* *

C. H. Bauman, general sales manager of the Globe Pottery Co., left this week for a trip through New York State. He will be gone probably a fortnight.

* *

Walter Deville, for many years in charge of the decorating department of the D. E. McNicol Pottery Co., and more recently in charge of a similar department for the Tritt China Co., Niles, O., has returned to his old positionat McNicol's.

* *

William A. Barris, formerly a member of the firm

of Barris & Lindhardt, of St. Louis, but who is now in Pittsburgh, spent a few days in the district this week. It is possible he will engage in the pottery agency again soon after the new year.

* *

Joseph Davis, after returning from the East, has started on his Middle West route for the Smith-Phillips China Co.

* *

A thirteen-piece coffee set will be one of the new specialties shown by the Colonial Pottery Co. within a few weeks. The pieces have been made, and treatments are now being selected. The set consists of a new shape coffee pot and six cups and saucers.

* *

Among the buyers in the district this week were Isaac Harris, Cleveland, O.; J. H. Roth, of J. H. Roth & Co, Peoria, Ill.; P. G. Rinken, with the Boston Store, Chicago.

* *

Hon. G. F. Hankins, of Lexington, N. C., who represents several lines in the Southern trade, is expected in the district within a few weeks.

* *

Arthur Mountford, formerly art director of the Homer Laughlin China Co., has returned from Ft. Adams, R. I., where he spent a season with his son, Lieut. Frederick A. Mountford, U. S. A.

Crooksville, O. The State boiler inspector has closed the Diamond pottery here, operated by the Crooksville Clay Product Co. It will resume as soon as improvements are completed.

East Palestine, O. Under the management of C. H McIntosh the Ohio China Co. is making excellent progress. Several new specialties are contemplated, and a new line of treatments will be shown on the dinner ware before long.

AT BOSTON.

THE Hub is preparing for a big holiday trade. Nine hundred cases of crockery, dolls, toys, etc., consigned to Boston firms were received fron Hamburg on one steamer recently.

J. W. Drury, South Framingham, was in town this week inspecting stocks.

F. V. Noel, the well-known jardiniere salesman, has returned from a trip through Rhode Island.

A new corporation at Houlton, Me., is the Hulton Furniture Co., with a capital of $40,000. There will be a department for crockery and kitchen furnishings.

Charles M. MacMillan, representing the Flaccus Glass Co., Pittsburgh, has been in town this week.

Among the visitors from New York were Charles Weiss, with Wm. Guerin & Co.; Charles Vogt, of Vogt & Dose; and J. H. Venon.

J. E. Bostock, conducting a large tea and coffee business at Taunton, was in Boston this week looking over stocks of crockery and glassware for premiums.

George R. Tucker. of George R. Tucker & Co., importers of toys, has departed for European centres in search of new goods for holiday trade.

E. J. Tucker, with Chase & Francis, has suffered a severe bereavement in the sudden death of his son at Wilmot, N. H. Mr Tucker has the sincere condolence of the trade.

Mr. Pingree, Boston manager of the Tajimi Co., who is running through New York territory, is expected to return October 16.

George Hamilton, representing Furnivals, England, arrived in Boston Monday from Liverpool.

Mr. Keller, with Denholm & McKay, Worcester, was in town this week renewing depleted stocks.

A visitor in town this week was William E. Hunter, president of the Economy Tumbler Co., Morgantown, W. Va.

A new department store, entitled "The Beacon," will shortly be opened at Cambridge, a suburb of Boston. It is understood that there will be a good-sized crockery and china department.

An infrequent, though welcome, visitor in town this week was M. J. Ryan, for the Bon Marche Dry Goods Co., Lowell.

Harry G. Mills, for Homer Laughlin China Co., East Liverpool; "Abe" Hays, with Cook Pottery Co., Trenton; and Eddie Ledger, with W. S. Pitcairn, were among the "sellers" in town this week.

Paul M. Phillips, the enterprising jardiniere salesman for S. A. Weller, has just returned from a ten days' trip,

The buyers in town included James F. Leary, for "The Outlet," Providence; William H. Rudderham, Beverly buyer for Almy, Bigelow & Washburn, Salem; Mr. Bodwell, with Burrows & Sanborn, Lynn; George Bruorton, with the Shepard Co., Providence.

Vantine's

Wish to call your attention to their unusually large display of stock samples. The goods are ready for immediate delivery.

Particularly notable is the great range of price in the line of Japanese china, bric-a-brac and novelties. Something to exactly suit **every** one.

Also imported brass goods in many shapes and designs.

A complete line of Japanese ornamental baskets in the most artistic shapes.

SPECIAL ANNOUNCEMENT.

The 1911 line of Import Samples is now being closed out.

A cordial invitation is extended to visit our Sales Rooms. Mail inquiries have immediate attention.

A. A. Vantine & Co.,

12 East 18th Street, New York.

Also 167-9 Wabash Ave., Chicago.

GETTING READY FOR THE RUSH.

INVARIABLY there is a rush season each year in every line of trade, and this year in all probability will prove no exception, even though the volume at the end should not compare favorably with that of other years. The question, therefore, for every dealer to ask himself is, "Am I ready for a rush?" Readiness means last year's bills collected so that there is some capital available for meeting the demands which a rush of orders always brings. It means having all the stock in such shape that just what is wanted can easily be found without waste of time. It also means a knowledge of just where materials may be found in the market and the enjoyment of a standing with the different houses through prompt payment of bills which will insure quick shipments. There have been some recent devolpments in the larger business world which will have their effect on the trade generally, and it is hoped in a beneficial way. Readiness to participate in these benefits will insure receiving a large share of the preferred business —*Metal Worker*.

THE SWEET YOUNG THING.

MR. NEWLYWED—What on earth is the matter with the parlor chandelier?

MRS. NEWLYWED—I read in the women's column of the "Daily Dozer" about cooking by electricity, and I hung the chops on the electric lights an hour ago; but they are not even warm yet.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

MANUFACTURERS' agent with good established trade in the North Central States wants both blown and pressed glassware lines on commission for 1912. Address X, this office.

The HASKINS GLASS CO.

can light your store better. Let their engineering department tell you about it. It won't cost you a cent.

Main Office, Wheeling, W. Va. Factory, Martin's Ferry, O.

BRANCHES:

New York, Boston, Philadelphia, Atlanta, Los Angeles, St Louis, Montreal, Chicago.

EXHIBIT No. 78 NEW YORK ELECTRIC SHOW, OCT. 11-21.

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CROCKERY & GLASS JOURNAL

NEW YORK, OCT. 19, 1911.

PROMINENT MEN IN THE TRADE.

HARRY G. FREESE.

If thou art young, be wise: improve each moment as it flies.
Fear not thy faculties to use; care not the bloom of youth to lose.
The present hour is bright and fair, the future doubtful and obscure.
Why fear to wear thyself away, since idleness brings sure decay?
Is life measured by disease, by palsies or impurities?
Fools o'er our whitening have to grieve; it is in our actions that we live;
And as the car of time careers, our deeds are numbered, not our years.

THE above, taken from the poem "Pleasures of Action," is not only a favorite of Mr. Freese, but it is along these lines that he has planned his life. Mr. Freese is the president of the French china house of Vogt & Dose. He is one of the old stagers in the crockery business, having started in 1871 with Mear & Schropp, Philadelphia, wholesale crockery dealers. From there he transferred his energies to Griffin, Smith & Co., Phoenixville, Pa., thence to Burroughs & Mountford, after which he engaged with the Jesse Dean Decorating Co., Trenton. Fifteen years ago Mr Freese became associated with Vogt & Dose in the capacity of salesman, and by dint of hard work and perseverance is now the president of the company. His firm is agent for T. & V. china, manufactured by Gustave Vogt, Limoges, France. Formerly their business was entirely with fancy lines, but in the evolution of the years it has drifted into two classes—white ware for decorating, and dinner ware patterns.

The firm has been located in the District upwards of fifty years, although not always under the same title. The original name of the concern was John Vogt & Co., afterwards changed to Charles Vogt, and finally became Vogt & Dose. In speaking of his firm Mr. Freese says that it is a case of the "survival of the fittest," and that those who knew them fifteen or sixteen years ago should go and see how the showroom compares now with the old one. They would find the term quite apropos. Another of his favorite statements is that "tallow candles have given place to gas, gas to electricity, stone fences to cast-iron railings, old fogies to fast young men," all during the life of his firm.

A more patriotic American does not exist At the age of sixteen years and four months he enlisted in the Army of the Potomac and wrote out his own certificate saying he was eighteen years old, using his father's signature, thus committing his first and oniy forgery. He joined Company C of the 138th Pennsylvania Volunteers in Morristown, N. J., in 1862 and served for two years and nine months, during which time he saw much action. During his enlistment, while writing letters he was noticed by his captain, who remarked that he did not know he could write so well, and that he had use for just such a man to do some clerical work. It so happened that his penmanship saved his life, for during the term that he was



HARRY G. FREESE.

detailed to office work his regiment while in action was cut to pieces by the enemy. Mr. Freese is a member of Lincoln Post No. 11, G. A. R., of Newark, N. J., in whose affairs he takes considerable interest.

LIMOGES MANUFACTURERS ASK FOR EXTENSION OF AGREEMENT OR TREATY.

AN Associated Press despatch dated Paris, Oct. 18, says that a delegation of Limoges porcelain manufacturers, members of the Limoges Chamber of Commerce and Senators and Deputies from that district waited upon M. de Selves, the Foreign Minister at Paris on Wednesday, and asked the Government to obtain an extension of the running agreement with the United States concerning porcelain valuations, or otherwise protect French manufacturers by treaty.

Leonard Betouile, Deputy for Haute-Vienne, who presented the case for the manufacturers, said that every facility had been accorded the American Commission in its recent inquiry. It had written letters to the manufacturers, requiriug them to submit all their books for examination, including those showing the profits and losses and customers' accounts These requests were such as only the courts in France under special stipulation could make. All the books, however, were willingly opened for inspection, showing invoices and journal and ledger accounts, which would serve to establish the market prices.

M. Betouile gave a long review of the commission's endeavors, which he affirmed were not to establish market prices, but to get evidence of undervaluation.

A strange part of the commission's proceedings, M. Betouile thought, was to make trips to Paris every week and sometimes oftener to confer with Chairman Burgess of the Executive Committee of the United States Association, remaining with him many hours.

M. Betouile assumed that the American Government would not countenance such a proceeding in view of its assurance that all information obtained at Limoges should be confidential and not be disclosed to business competitors.

THE ENGLISH POTTERS AND RECIPROCITY.

A CORRESPONDENT of the London "Pottery Gazette," in comparing the amount of business the English potters are doing with this country, shows that during August of the present year Canada was a much better customer than the United States, France and Germany put together. During that month $232,440 in value was sent to our Northern neighbor, while we only bought $146,810 worth. Our English friends are glad that the Canadian elections have resulted in the "scotching" of the reciprocity agreement. They feared that had it been ratified American potters would have received many orders that are now going to the English factories.

However, they do not think they have heard the last of reciprocity. "We know too much of our American cousins and their tenacity in business affairs," says the writer, "to expect them to take this defeat lying down. The blow has been staved off for the time being; and for this the great majority of the Staffordshire pottery manufacturers are devoutly thankful."

ON THE PACIFIC COAST.

OCTOBER has started out well in San Francisco, especially with those members of the trade who do a jobbing business with the country retailers. The recent heavy rains have given the early fall business in the agricultural districts an impetus that will carry it along well into the winter, and the building boom of the late summer in this and other cities is now bringing in good returns to the dealers. House-furnishers and the larger handlers of dinner and other household crockery are supplying a lot of goods to furnish the new houses that are now being completed in this territory.

* *

There is a growing interest in art pottery and china painting, and the houses supplying white china for this work are expecting a large increase this winter. A California Pottery Guild for the purpose of studying the history of pottery and the designing and producing of artistic work in this line has just been organized with Mrs. William Irelan, of Berkeley, Cal., as president.

* *

Among the china and cut glass dealers who were in San Francisco this week visiting the trade and buying stock for the early fall business were; Mr. Larson, of Larson & Elliott, Sacramento; H. C. Paulson, Sonora; S. H. Keller, Ukiah; E. R. Sawyer, Santa Rose; C. P. Jacobs, Vallejo; J. W. Moorman, Porterville; H. W. Shuyler, Fortuna; Phil Joseph, of the Joseph Jewelry Co., Ukiah.

* *

The San Francisco Crockery and Glassware Co. has added to its cut glass lines the goods of the Climax Art Glass Co. of New York and the Corona Glass Co. of Toledo.

* *

George Boomer, Western representative of the Plume & Atwood Mfg. Co., has just about concluded a roundup of the trade in and about San Francisco, and is now getting his sample cases in shape for a tour of Oregon, Washington, and other points on the northern end of the Coast.

* *

"The Fair" has just opened a large bazaar on Market street, between Seventh and Eighth, and is now placing orders for china, glass, novelties, toys, etc.

* *

Herbert P. Knox & Co., retailers, The Dalles, Ore., are preparing to open a branch store at Pasco, Wash.

The New York Crockery and Glass District.

THE new goods are all in order, ready for inspection. There is an unusual array of novel and artistic shapes and designs. The cut glass men are out-vieing each other in new and taking patterns at popular prices. There never was a greater or better variety of light cuttings on blown ware. The foreign china importers are showing a splendid aggregation of creations, and the domestic potters have employed the highest grade artists to compete with them New shapes and designs in pressed glass are abundant, and the lamp manufacturers have not been one whit behind in keeping pace with the demand for new goods. Buyers will have no difficulty in making selections to suit their trade, no matter what the grade, from the cheapest to the best.

The Straus cut glass is so well and favorably known to the trade that little need be said about its superior quality. The announcement on the first page of our present issue will, however, be a surprise to many of our readers, who will probably wonder at the low price of this assortment. The average price of approximately ninety cents for each piece, with so many large articles in the assortment, must sound cheap even to those buyers whose requirements may be met by lower grades of cut glass The showrooms at Straus's are replete with cut glass novelties at all ranges of prices, from articles of which more than one piece is rarely sold at a time to staples that frequently sell in lots of 100 or even 1,000 to a single buyer.

Robert Slimmon & Co. are showing new patterns in dinnerware just received from A. J. Wilkinson's, Ltd. There is a complete line of new designs, beginning with the Singapore pattern, which is a hard enamel decoration with very artistic colorings harmonizing beautifully. This is worked up in three different treatments. There is a new border pattern with brush lines in pink, green and old gold. One small border pattern with green and gold treatment is very dignified. Another in blue, green and gold is very "classy," and a solid gold border with a black key pattern is extremely rich. There is one broad gold band with a black key border that has a further or inner border of festoon decorations in brown. This is very recherche and will be popular, It is treated in three other colors. It is the most attractive line of of dinnerware that Wilkinson's have ever put on the market.

David F. Dodds has been engaged as Eastern representative of the Monroe Glass Co., Monroe, Mich. His headquarters are at 25 West Broadway, where his friends in the trade will find a warm welcome. E. E. Fisher, his predecessor, is now general manager of the Wilcox Glass Bottle Co., Wilcox, Pa.

Eleven representatives are now presenting the product of the Stork-Bates Sherwood Company's lamp factory to the buyers in seven different portions of the United States. New York and vicinity, covering the department stores, illuminating stores, etc , is cared for by the home office, while San Francisco, St. Louis, Chicago, Detroit, Minneapolis and Boston are looked after by special representatives. Orders are being received in most satisfactory quantities, and the factory is kept busy, many additional hands have been put on.

Orders for lamps in large quantities are being received by S. Sipser, New York representative of the Crown Novelty Co. The business in plateaux and plateaux trays has also been good, and reorders from firms who have put in the line show how the goods are appreciated. They have also made important connections which enable them to export in quantities.

A new conventional floral design has just been launched by the Steubenville Pottery Co., and E. B. Dickinson, the New York representative, is showing it with much pride. The decoration is on the Geneva shape, and is known as No. 3292. The colors are two

tones of green for the foliage, with a bright red flower in the middle of the design. The border is backed up with burnished gold bands, and the handles are half gold matt. Those who have seen it have placed liberal orders.

George N. Blust, New York representative of the Pittsburgh Lamp, Brass and Glass Co., has received a consignment of new inverted gas shades that eclipses anything his firm has heretofore sent here. There is a marvelous assortment of decorations, colors, etchings and engravings. Plain, fluted, floral and diamond shapes may be had, in green, royal copper, topaz, crystal, or straw color, roughed inside, or crystal, or carmine iced.

Owing to delay in the shipment of his new samples, E. Torlotting has had to postpone his trip through the Middle West. The reason for their tardy arrival is that several of the most attractive pieces were not quite ready. However, the inconvenience experienced will be more than offset by the great variety of original designs and excellent novelties that he will receive.

Henry Creange, Inc., will move from 27 Barclay street to the Fifth Avenue Building, having taken a suite of six rooms in close proximity to Theo. Haviland & Co. and E. B. Dickinson. They expect to occupy their new quarters about December 1.

Conrad L. Meyer, better known among his friends in the District as "Con," has just taken the largest order in his business career, having sold 10,080,000 beer bottles to one concern. If these were packed 150 crates to a car it would use up 467 cars, and, reckoning thirty cars to a train, it would take sixteen train loads to deliver this order. It is needless to say that Mr. Meyer did not lack competition while attempting to land this phenomenal order. In fact, he never realized such keen opposition, and until the contract was finally signed, sealed and delived he was in fear and trembling. The Cumberland Glass Co. were the recipients of this business.

A. R. Marryatt has removed from 32 Park Place to 57 Murray street, where he has engaged part of the store floor for his excellent showing of the Pioneer cut glass. He anticipates increasing his business largely by this move.

One design of L. Bernardaud & Co. now being shown in New York has unusual merit. The Puritan shape of French china dinnerware, upon which the design is worked out, is perfectly plain. The decoration comprises a broad gold band upon which is penciled a Grecian key border. There is a further border along conventional lines that has, at different intervals, an ornamental pendant that sets off the whole creation in good shape. There is an occasional touch of subdued red, green and blue to brighten up the whole effect. It should have a good run.

SPECIALS.

A THOUSAND PIECES FOR $75.

The French China Co. are offering at their New York showrooms a special assortment of fancy goods, a thousand pieces for $75.

CHEAP CUT GLASS JUG.

A cut glass jug with buzz saw and mitre cutting at $1.50 is a special bargain put out by the Crescent Cut Glass Co.

THE CONDITION OF BUSINESS.

New York

Business in New York has been quite steady this week, and although not as brisk as one could wish, yet quite an improvement is noticeable. Buyers seem to approach the market with more confidence, and orders "just to fill in" are more often replaced with orders to stock up.

A decided increase in dinnerware orders has been experienced by the domestic pottery representatives, who have also been fortunate with specialties and short lines.

Representatives on the road are sending in encouraging reports, coupled with requisitions for satisfactory amounts.

Pressed glass continues in excellent demand, and blown ware is called for as largely as ever.

The cheaper grades of cut glass are enjoying a boom. Some of the plants are working overtime.

Lamps are receiving their fair share of the increased demand.

East Liverpool and vicinity.

Orders for matchings are being received in rather liberal numbers, but the quantity is not as great as this season of the year would under ordinary circumstances warrant. Here and there a large order for matchings is received, but the rule is not a general one.

Pittsburgh and Vicinity.

While orders for September showed up well, the same cannot be said of the business booked during the first half of the present month. Some glass manufacturers are exceptionally busy, some are working night and day, while others could take care of a great deal more than they are getting. However,

all the factories are in operation and as a whole the business is in a prosperous condition.

ANDREW H. HOAG CO. IN TROUBLE.

A PETITION in bankruptcy has been filed against the Andrew H. Hoag Co., manufacturers of electric and gas fixtures, 251 West Nineteenth street, and Henry B. Stimson appointed receiver with authority to continue business thirty days. Liabilities are placed at $14,000 and assets $4,000.

The untimely death of Mr. Hoag, chronicled elsewhere in this issue, naturally complicates matters, but the receiver thinks that after a careful examination of affairs he may find it possible to continue the business.

BREAKS POTTERY RECORD.

THE manufacture of pottery of various kinds has grown to be an enormous industry in the United States, and it was in a highly prosperous condition in 1910, according to a report by Jefferson Middleton, just published by the United States Geological Survey. The product was valued at $33,784,678, a gain of $2,735,237, or 8.81 per cent, over the figures for 1909. This is the greatest value ever reached, exceeding by $2,343,794 the record figures for 1906 Compared with earlier years the increase is yet more striking. In 1899 the value of the pottery products of the United States was $17,250,250. The product for 1910 was greater by $16,534,420, a gain of 95.85 per cent. During the same period the imports increased 40.73 per cent.

The pottery products of the United States, as classified by Mr. Middleton, consist of red earthenware (flower pots); yellow and Rockingham ware, (culinary utensils, teapots, etc.); cream-colored ware, white granite ware, semiporcelain and semivitreous ware and china in its various forms (general household wares, such as tableware, toilet sets, etc.); sanitary ware (bathtubs, lavatories, washtubs, etc.); and miscellaneous wares, including art pottery made under various trade names, chemical pottery, jardinieres, pins, stilts, and spurs for potters' use, porcelain door knobs, porcelain hardware trimmings, porcelain lighting appliances, cups, umbrella stands, filter stones and tubes, and shuttle eyes and thread guides.

The product of most importance is white ware, which includes general household ware, though it is produced in only eight States. This product was valued at $14,780,980 in 1910, compared with $13,728,316 in 1909. Ohio was the leading producer, reporting a value of $9,730,408 for 1910. West Virginia was second and New Jersey third. White ware composed 43.75 per cent of all products.

Chinaware, the highest grade of general ware, though comparatively small in value of production ($1,962,126 in 1910) showed a gain of $195,306 in 1910 It was produced in but three States in that year. New Jersey was the leading State, reporting ware valued at $1,131,412. New York was second and Pennsylvania third. China constituted 5.81 per cent of all pottery products in 1910.

Sanitary ware was valued at $6,758,996 in 1910, which was a gain of $769,701 over 1909. It was produced in nine States. New Jersey was by far the largest producer, the value of its output being $4,955,066. West Virginia was second and Indiana third. Sanitary ware formed 20 per cent of the value of all pottery products.

Porcelain electrical supplies were produced in ten States in 1910, of which Ohio was the leader, reporting ware valued at $1,277,144. These wares composed 11.23 per cent of the total value of pottery products.

Red earthenware was made in thirty three States to the value of $854,196, Pennsylvania being the largest producer. Ohio was second and Massachusetts third.

Stoneware and yellow and Rockingham ware were valued at $3,796,688 and were made in twenty-eight States This is the only branch of pottery production that showed a decrease in 1910. Ohio, as for many years, was the leading State in the manufacture of these wares, reporting 43 84 per cent of the total Illinois was second and Pennsylvania third.

Ohio is the leading pottery-producing State in the Union, reporting a value in 1910 of $14,794,712, or 42.31 per cent of the whole. New Jersey was second, with wares worth $8,588,455, or 25 42 per cent of the total West Virginia was third, with wares valued at $2,675,588. The five leading States—Ohio, New Jersey, West Virginia, Pennsylvania, and New York—produced 88.60 per cent of the total.

Imports of pottery in 1910 were valued at $11,127,405, an increase of $520,193, or 4 90 per cent. The exports of pottery, which are confined almost exclusively to the lower grades of ware, increased $177,994, or 20.61 per cent, over the 1909 exports.

The proportion of domestic production to consumption in 1910, says Mr. Middleton, was the largest ever recorded—77 08 per cent—nearly four-fifths of the pottery consumed in the United States being of domestic production. It has been estimated that in 1875 the proportion of domestic production to consumption was only about 15 per cent. The large in crease has been brought about by the earnest efforts of the American potters to improve their wares and make them equal or superior to the imported, and the Geological Survey's figures show that they have been highly successful in attaining that end.

A copy of the report on pottery for 1910 may be had on application to the Director of the Geological Survey at Washington, D. C.

ARE YOU THINKING OF MOVING?

THE new building at 71-73 Murray street, which has been erected with the idea of providing for the crockery, glass, and lamp people an up-to-date, well-equipped and well-lighted building for showrooms, is now ready for occupancy. The structure is twelve stories high, and is absolutely fireproof, no wood of any kind being used in its construction. An unusual feature in this building is the absence of interior columns, as will be seen by the illustration below and the ground plan on the next page. It is so constructed as to leave the floors entirely open and free from obstruction of any kind. The size of the rooms is approximately 100 x 50 feet.

There are three elevators—two for passengers, and one large frieght car. There are two separate stairways, and two complete lavatories on each floor. Hot and cold water are provided throughout the whole building. In addition to being fireproof, it is also equipped with an automatic sprinkler system, and is furnished with a tower fire-escape.

The top floor has four skylights, and the entire front and back consist of windows, while on the west side are nine more. This floor is ideal where perfect light is necessary. Thes eventh, eighth, ninth, tenth and eleventh floors are the same as the top, with the exception of the skylights. The floors from the second to the sixth have not the side windows, but the light from each end is ample. The store floor has two large display windows divided by a massive and imposing entrance door. The basement, which is the full size of the building with the exception of what is used for the entrance, is let with the store and is connected by a private staircase. There are two complete lavatories and toilets in the basement for the use of the tenants of the store. The freight elevator has an entrance on the street. The owners of the building equipped their own steam-heating plant, but as a safeguard in case their boilers should at any time be out of commission are also connected with the street steam supply, so that at no time need the building lack steam.

The hallway entrance to the offices and showrooms is a handsome one, being of marble, and a bulletin board gives directions for the location of the various tenants

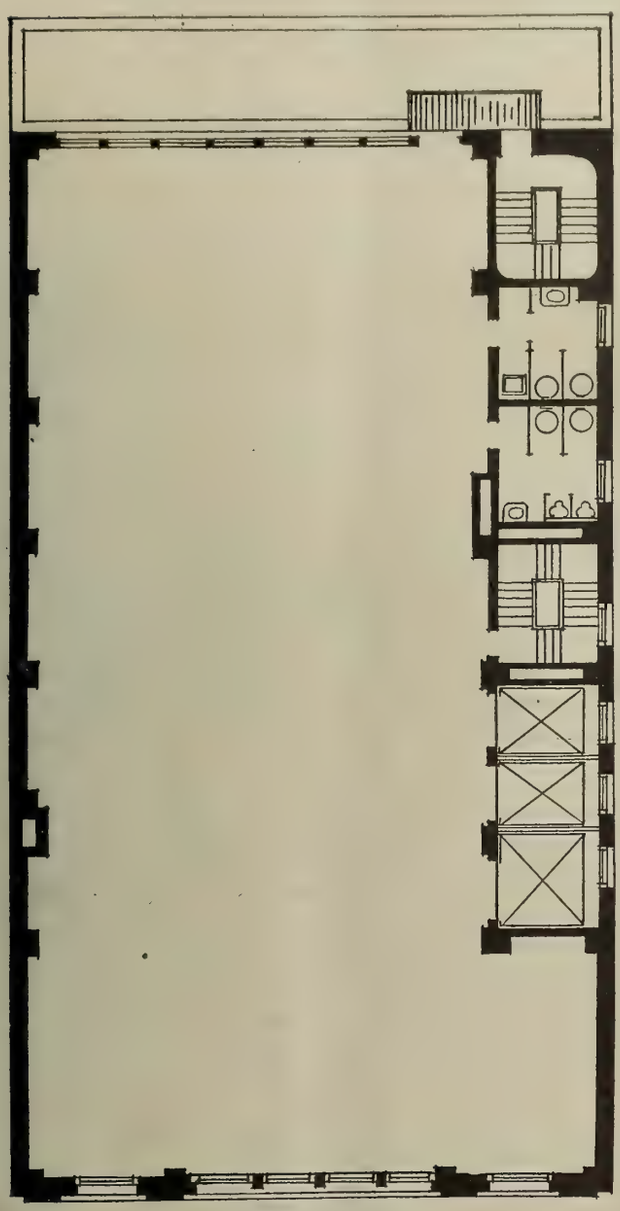
Here is an opportunity for those in the District who are not satisfied with their present quarters and are looking for light showrooms with quick elevator



ONE OF THE FLOORS, SHOWING ABSENCE OF SUPPORTING PILLARS.

service and all modern conveniences. Floors will be divided to suit the convenience of agents and representatives.

William H. Whiting & Co., 41 Park Row, are the



GROUND PLAN.

agents, and they will be pleased to go into particulars and details with prospective tenants.

OBITUARY.

IT is with regret that we announce the death of James F. Gill, president of Gill & Co. Philadelphia, on Tuesday, October 17. He had been ailing for several months, but until about two weeks ago it was not thought that his case was serious. As a mark of respect to his memory the factory was closed until Friday morning

Mr. Gill was born in Brooklyn in 1860, and went to Philadelphia in 1877, and with his brothers established the glass business at York and Thompson streets. He was one of the leading members of the American Association of Flint Glass Manufacturers, and figured prominently in the annual conventions of that organization. He leaves a wife and four sons, three of whom are connected with their father's company.

Following close on the heels of the news of his financial difficulty, published elsewhere in this issue, comes the announcement of the death of Andrew H. Hoag at his home in South Orange, N. J. Funeral services will be held at his late residence, 377 South Orange avenue, on Friday, October 20, on arrival of of train leaving Hoboken at 1:30 p.m. Mr. Hoag had been ailing for the past three years, and finally succumbed to a general nervous breakdown in which his heart became affected.

William Combs, a retired china and glassware dealer of Plymouth, Pa., died recently, aged sixty-one.

W. J. Cannon, treasurer of the Globe Pottery Co., Crooksville, O., committed suicide at his home there last week by shooting himself with a shotgun. Despondency over a temporary illness is believed to have been the cause. Deceased was fifty years of age.

Samuel Brooks, sixty years old, a crockery salesman living at 463 West 159th street, was found dead in bed on Monday from illuminating gas. His wife said he had no troubles, no worries, and no reason for suicide. She thought he had turned off the gas and accidentally turned it on again.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

M Friedlander, of M Friedlander & Co, c, g, Hazleton, Pa. Herald square.

C M Igel, with Kaufmann Bros, hf, Pittsburgh. 200 Fifth avenue.

G F Williams, with The Fair, s, Chicago. 225 Fouth avenue.

J W Kelly, with Gilchrist Co, c, Boston. 55 White.

W E Goodman, with M. O'Neil & Co, c, hf, Akron, O. 2 Walker.

F J Stanley, with Porteous & Mitchell, hf, Norwich, Conn. 55 White.

J B Rathell, hf, c, Baltimore. New Grand

W Ledger, with Brown, Thomson & Co, hf, Hartford. 2 Walker.

G J Kaula, with G B French Co, t, Portsmouth, N H. 320 Church.

A D Wilhelm, with H A Meldrum Co, hf, c, Buffalo. 41 Union square.

J W Waldorf, with Hochschild, Kohn & Co, hf, c, Baltimore. 31 Union square

V M Smith, with Carter D G Co, hf, Louisville, Ky. 43 Leonard.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 19, 1911.

DO YOUR SHARE!

IT is an invariable characteristic of every organization that the conduct of affairs is left to a few devoted ones who are willing to do the hard work necessary to its existence, while the ones who have entrusted them with the duty and responsibility feel perfectly free to criticize—and do so. Of course in every body of live men there is bound to be diversity of opinion. But there is a proper way of expressing it.

The approaching annual meeting of the Pottery, Glass and Brass Salesmen's Association will furnish an opportunity for all those who are not satisfied with conditions. At that time every member has as much voice, and right to exercise it, as the president. It is then that the by-laws may be altered if desired. Then is the time to ask questions and make suggestions for the betterment of affairs.

Three members of the board of management retire this year; consequently three new ones must be elected. The offices of president, vice-president, treasnrer and secretary are elective, and members will be called upon to nominate men to fill their places or re-elect the present incumbents. Now is the time to look around for nominees.

Complaint has been made that the affairs of the annual meeting are in the hands of the few. Certainly they are. Twenty to twenty-five is the average attendance. And this out of a membership of 850! Is it fair to stay away from the meetings and then kick because things are not done according to your notions?

Make an effort to attend this year. You owe it to the organization as well as yourself. It is not right that the burden should always fall upon the same shoulders. They have borne it long, and will welcome the coming of others to share in the work and responsibility.

PERSONAL.

LEE HINES, a foreman in the Ononadaga Pottery, Syracuse, N. Y., is the angry possessor of one perfectly good automobile wheel. That and a mass of twisted steel are all that remain of his runabout. It all happened in a minute. He had dismounted from his car on the West Genesee turnpike to fix a punctured tire, first seeing that the machine was on the extreme right of the road and the tail light brightly burning, for it was night. The headlights of a big touring car suddenly flashed out of the darkness, and he jumped to the fence for safety. As it shot past the car ripped the gasoline tank from the rear of the runabout, the tail light set fire to the liquid, and in a few minutes the whole thing was a wreck. Meanwhile the other car had vanished. Mr. Hines says he would make it worth somebody's while to give him a tip as to who was in that machine.

⚜

A great compliment was paid ex-president Thomas J. Duffy when the members of the National Brotherhood of Operative Potters voted that he be allowed the privilege of retaining active membership in the organization notwithstanding his retirement to accept an appointment on the Ohio State Liability Commission. It is the first time in the history of the Brotherhood that such an honor has been conferred.

⚜

E. R. Thieler has just returned from a trip through the Middle West and Eastern States on a hand-shaking expedition. This jaunt was in no way an order-getting tour, but merely to follow up the advertising campaign carried on by Villeroy & Boch in the interest of Mettlach ware.

⚜

J. W. McNulty, who is responsible for the correct keeping of the books of the Duncan & Miller Glass Co., is in New York for a short time to spend a well-earned vacation. It is over two years since he indulged in such a luxury, and he is now getting its full value. He says they are extremely busy at the factory.

⚜

Harry G. Freese, president of Vogt & Dose, starts on his usual Western trip this week and will be away for a month or six weeks.

⚜

Lafayette Wilkinson is in his Pennsylvania territory for the French China Co., Sebring, O. M. M.

Sprague has been assigned New Jersey, Baltimore and Delaware. Both are working from the office of O J. O'Donnell, the New York representative

⚜

William Mulveney, manager of the Gowans-Kent Co., Toronto, Can., the biggest people in their line across the border, was a visitor in the District last week, and many of the agents and manufacturers were favored with calls, much to their pleasure and profit

⚜

K. L. Wedgwood returned from Boston on Friday, and reported that he had a most successful trip.

⚜

The new buyer in the china, glass and house-furnishing department of Hutzler Bros., Baltimore, is Mr. Rathell, formerly with the J. W. Putts Co. Albert Hall, formerly with Hochschild, Kohn & Co., is now buyer for the latter concern.

⚜

H. M. Felker, commonly called "Sonny," is back in Pittsburgh from his Western sojourn in fine shape. He had a bad tussle with his old enemy, rheumatism, while on the ranch, the result of a cold, but since recovering he feels better than he has for years.

⚜

F. E. Moore, formerly with Wells Bros. Commercial Co., Coffeyville, Kan., is now buyer of crockery, glass and toys for the Pegues-Wright Dry Goods Co., Junction City, Kan.

⚜

F. A. Voll, Cortland, N. Y., was in town buying crockery and glass the latter part of the week.

⚜

Charles Baxter, who has been identified with the crockery and glass department of Gimbel Bros., this city, is now engaged at J. Bacon & Sons, Louisville, Ky., as buyer. Phillip Grossberg succeeds him in the Gimbel store.

⚜

Mrs. H. L. Broughton and Miss Loser were here this week buying for the Broughton store at Catskill, N. Y., Mr. Hitchcock, the former buyer, having resigned his position.

⚜

Joseph H. Crosby, president of the Greenleaf & Crosby Co., jewelers, Jacksonville, Fla., was a welcome visitor among the agents who handle fine china, glass and silver deposit ware. The company has branches at Hot Springs, Va., St. Augustine, Palm Beach, and Miami, Fla., and deals in only the choicest goods.

⚜

James Murdock, of Murdock Bros. Ltd., Brandon, Manitoba, who has been in the city for the last ten days, is a most enthusiastic Canadian. He said his fellow countrymen wished to preserve their nationality, build up their own country, and manufacture their own goods. The tariff, he claims, will help them to do this. Since the election he has heard that several firms in the United States are to erect factories in Canada. This, in his opinion, would not have occurred had the reciprocity treaty been ratified.

⚜

Herman C. Kupper is expected to arrive from Europe next week.

⚜

T. E. Lemieux, who runs two stores in New Hampshire—one at Littleton and another at Berlin—placed many acceptable orders with various representatives in the District this week.

⚜

Daniel Straub, of Montreal, where he sells considerable quantities of china and glassware, was a visitor to New York this week replenishing his stock.

⚜

On his recent visit to the market J. O. Brown, of Adams, N. Y., was accompanied by Mrs. Brown, whom he says is of material assistance in making selections.

⚜

George H. Bowman, of the George H. Bowman Co., sailed for Europe on his usual buying trip Tuesday

⚜

Paul Vollrath, of Froeber & Vollrath, who recently underwent an operation for appendicitis, came through the trial successfully, and we hope soon to be able to tell of his thorough recovery.

⚜

A. D. Braun, who travels for the Pittsburgh Lamp, Brass and Glass Co., sends us some interesting views of Galveston, and is enthusiastic about the beauty of the place. He says that to live at the hotel "Galvez" is like being a real live cattle king, instead of only a drummer. The beach, he thinks, is better even that many in Jersey, because there are no mosquitoes there, and he further writes: "Say to the boys that two or three days of bathing here would fit them for the largest business they ever had."

GUERIN & CO. ABSORB POUYAT.

THE rumors that have been current for some months anent the consolidation of Wm. Guerin & Co. and J. Pouyat, Limoges, were set at rest on Monday when Andre Guerin arrived here from France and stated that the Pouyat business had been purchased outright. Both plants will hereafter be managed by Mr. Guerin and his brother, William, Jr,

Separate displays will be continued in New York, but will probably later be housed under one roof. Walter E. Knowles continues in charge of the Pouyat product, and the old office staff is retained with the exception of R. de G. Watson, who resigned Oct. 1 to affiliate with the Ceramic Importing Co.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 17. 1911.

ANTWERP

262	packages	glassware	B Gunthel
14	"	"	A Berger & Co
6	"	"	C J Dierckx
1	"	"	Bawo & Dotter
10	"	"	Graham & Zenger
17	"	"	L Straus & Sons
6	"	"	Fensterer & Ruhe
18	"	"	Strobel & Wilken Co
85	"	"	Miscellaneous Orders
52	"	chinaware	Vogt & Dose
4	"	"	L D Bloch & Co
4	"	"	Strobel & Wilken Co
57	"	earthenware	Geo Borgfeldt & Co
29	"	"	G F Bassett & Co
24	"	"	L D Bloch & Co
12	"	"	E R Theiler
3	"	"	Herman C Kupper
65	"	"	L Straus & Sons
5	"	"	O Goetz
351	"	"	Miscellaneous Orders
1	"	toys	Geo Borgfeldt & Co
13	"	"	F W Woolworth
180	"	"	C B R uss
62	"	"	B Illfelder & Co
43	"	"	Graham & Zenger
288	"	"	Strobel & Wilken Co
209	"	"	Miscellaneous Orders

COPENHAGEN

2	packages	chinaware	J H Venon
4	"	earthenware	Bawo & Dotter
2	"	glassware	J H Venon
7	"	"	Fenesterer & Ruh
529	"	toys	Geo Borgfeldt & Co
181	"	"	Miscellaneous Orders

HAMBURG

80	packages	glassware	L Straus & Sons
78	"	"	F W Woolworth
79	"	"	Geo Borgfeldt & Co
8		"	H Endemann
8	"	"	Samstag & Hilder Bros
457	"	"	W R Noe & Sons
4	"	"	L D Bloch & Co
68	"	"	Fenesterer & Ruhe
12	"	"	Lazarus & Rosenfeld
24	"	"	Kmy-Scheerer Co
17	"	"	J Wygand & Co
2	"	"	N Wapler
16	"	"	F Bing & Co
49	"	"	Strobel & Wilken Co
610	"	"	Miscellaneous Orders
55	"	chinaware	Strobel & Wilken Co
76	"	earthenware	O Goetz
5	"	"	Bawo & Dotter
58	"	"	Eimer & Amend
141	"	"	Geo Borgfeldt & Co
110	"	"	Miscellaneous Orders
261	"	toys	Geo Borgfeldt & Co
33	"	"	A Steinhardt & Bros
20	"	"	F A O Schwartz
148	"	"	F W Woolworth & Co
27	"	"	C B Rouss
1	"	"	Bawo & Dotter
307	"	"	Strobel & Wilken Co
237	"	"	Miscellaneous Orders

SOUTHAMPTON

205	packages	chinaware	Haviland & Co
28	"	"	J H Venon
12	"	"	Bawo & Dotter
7	"	"	L D Bloch & Co
3	"	"	F W Jenkins & Co
65	"	"	Miscellaneous Orders

HAVRE

130	packages	chinaware	Wm Guerin & Co
5	"	"	Bawo & Dotter
151	"	"	Fensterer & Ruhe
51	"	"	L Straus & Sons
28	"	"	H R Churchill
72	"	"	H Creange
24	"	"	A G Moment
55	"	"	Miscellaneous Orders
32	"	glassware	E Utard
23	"	"	L Straus & Sons
4	"	"	Stewart & Crocker
19	"	"	Miscellaneous Orders
2	"	toys	Bawo & Dotter

LIMOGES

144	packages	chinaware	Theodore Haviland & Co

LIVERPOOL

20	packages	earthenware	W S Pitcairn
17	"	"	G F Bassett & Co
23	"	"	Maddock & Miller
3	"	"	H C Edmiston
9	"	"	L Straus & Son
23	"	"	Meakin & Ridgway
12	"	"	R Slimmon & Co
6	"	"	E Boote
17	"	"	Fondeville & Van Iderstine
16	"	"	Geo Borgfeldt & Co
89	"	"	Miscellaneous Orders
6	"	chinaware	Strobel & Wilken Co
14		toys	" "

BREMEN

2	packages	glassware	L Straus & Sons
29	"	"	Strobel & Wilken Co
41	"	"	Miscellaneous Orders
15	"	earthenware	Geo Borgfeldt & Co
5	"	"	Miscellaneous Orders
22	"	chinaware	Strobel & Wilken Co
212	"	toys	" "
1	"	"	Bawo & Dotter

LONDON

8	packages	toys	Geo Borgfeldt & Co
3	"	earthenware	W S Pitcairn

ROTTERDAM

50	packages	earthenware	Bawo & Dotter
26	"	"	Lazarus & Rosenfeld
70	"	"	Geo Borgfeldt & Co
39	"	"	L D Bloch & Co
8	"	"	Koscherak Bros
405	"	"	F W Woolworth
16	"	"	J Palme
305	"	"	Miscellaneous Orders
44	"	glassware	Graham & Zenger
2	"	"	Miscellaneous Orders
463	"	toys	B Illfelder & Co
25	"	"	A Steinhardt & Bro
51	"	"	Bawo & Dotter
28	"	"	F A O Schwartz
115	"	"	Samstag & Hilder Bros
5	"	"	Knauth, Nachod & Kuhne
395	"	"	Miscellaneous Orders

GENOA

7	packages	earthenware	Geo Borgfeldt & C

IMPORTS AT PORT OF BOSTON

LIVERPOOL

47	packages	earthenware	Jones, McDuffee & Stratton Co
86	"	"	Mitchell Woodbury & Co
1	"	"	Pitt & Scott, Ltd
2	"	"	R F Downing & Co
10	"	"	A W Chesterton
1	"	"	Jordan Marsh Co
10	"	"	Miscellaneous Orders

Among the Potteries
East and West

East Liverpool and Vicinity.

More or less apathy has prevailed in the Western pottery district during the last ten days, so far as new business of volume is concerned. Salesmen report that while buyers are willing to order in liberal quantities, the men "higher up" insist upon holding up confirmations, and send in orders for smaller amounts than buyers specify.

* *

A new plain dinner shape will be placed on the market by the United States Pottery Co., of Wellsville, in January.

* *

Walter Buxton, well-known as a pottery decorator, has left for Los Angeles, Cal , with his family, where he will be permanently located.

* *

After an extended Western trip in the interest of the Homer Laughlin China Co., George W. Clark has returned to the home office. He is the picture of health, and the warm sun of the West has made him as brown as a berry.

* *

Mr. Wing, of San Francisco, has been in the district during the past week arranging to represent several domestic pottery lines on the Pacific Coast.

* *

Orders have been placed with local modelers for several new dinner shapes and a number of new specialties. The Western pottery manufacturers are determined to put more modern lines before the trade in 1912 than heretofore.

* *

H. N. Harker, of the Harker Pottery Co., spent last week in the East attending the World's baseball series. C. H. Bauman, general manager of the Globe Pottery Co., who left for the East Saturday night, also witnessed several games.

* *

George Ashbaugh, of the West End Pottery Co., has returned from a business trip to Louisville, Ky.

* *

The opinion is general that the annual meeting of the United States Potters' Association, scheduled for Dec 5 at Washington, D. C., should be held at the Hotel Raleigh. The East Liverpool manufacturers are almost a unit in their opposition to the New Willard as the convention hotel.

* *

J. M. Groket, formerly a well-known decorating shop manager of this city, has recently opened a china decorating plant in Jacksonville, Fla. It is said to be the largest of the character in the South.

* *

The Cartwright Bros. have completed a new toilet and dinner shape. The former is a Colonial pattern, and is being decorated in a very elaborate manner.

* *

From far-away Spokane, Wash., comes the information that a three-kiln general ware pottery is to be built in that city, and that orders for machinery are ready to be placed. This plant will be operated by a Mr. McIntyre, who several months ago located large deposits of ball clay upon a piece of property he purchased. This clay was brought here, analyzed, given kiln tests, and its worth proven. Construction of buildings will start soon, and it is planned to place the pottery in operation early in the new year. A certain amount of general ware will be made, and more or less attention will be given to art ware and specialties.

* *

William Robinson, the youngest manager of a pottery in the East Liverpool district, and who has been in charge of the sales department of the Colonial Pottery Co. for over a year, has made good. Mr. Robinson went into the office from the warehouse department. The plant is operating to capacity because of his efforts. He has organized a large road force, opened branch offices, and is now reaping the results.

* *

Clyde Davidson, secretary of the Taylor, Smith & Taylor Pottery Co,, who has been seriously ill with scarlet fever, is able to be at his desk again.

* *

John Herold, formerly of the Roseville Pottery Co.'s decorating department, who recently started a small plant at Golden, Col., is reported here to be working that plant to capacity. Art pottery special-

ties are being made—sugars and creams, vases, and hand painted novelties. Native clays are used.

* *

William Weaver, in charge of the order department at the Thompson Pottery Co , will have been with this firm twenty-five years November 1 next. With possibly one or two exceptions, he is among the oldest employes of the plant.

* *

There is every reason for believing that before long the Worthington pottery at Columbus will once again be in operation. This plant has been operated under several managements, and changes have been frequent. If the financial interests now in charge of the property accept one offer that has recently been presented a sale will be speedily consummated. The pottery is one of the best constructed in the country.

G. D. A.'S NEW GOODS.

LAST week we gave a general idea of the new line of G. D. A. china This week we purpose to describe in detail one or two of the medium-priced pattern.

A new design with half matt handles on the Vienne shape is destined to attract a good deal of attention. The border is divided on the plates into nine panels, which are separated by heavy gold lines and have similar gold bands encircling the edge, thus completing the panels. The groundwork of the design is in a stippled brown, upon which is a conventionalized floral design. The center flower is blue, with red petals. Around this are blue cornflowers with yellow buds and sprays of foliage. From the lower corner of the panel on either side is a little spray of foliage that completes the design, the whole forming a most artistic group. There is an occasional touch of red which brightens up the creation. The design is varied in some numbers by alternating the panels with white and stippled backgrounds and a floral design a little different. Another variation of the panel idea shows a spray whereon is perched a bird of bright plumage.

A new tea cup is extremely good. It is most shapely and of the serviceable kind, being fuller towards the foot, yet gracefully curving upward.

Among the festoon patterns, of which there are many, is one that is bright and cheerful, yet withal not gaudy. The festoons of conventionalized leaves are carried out in a delicate green, and at just the right place in the design to be effective a medallion is formed of the green bordering, wherein is a very pretty bouquet of flowers, in which a red rose predominates Between each medallion, and forming scattered decorations on the flange of the plate, are delicately-tinted roses, forget-me-nots, fuschias and dahlias. The whole effect of this design is pleasing, and rather grows on one.

Unlike G. D. A.'s usual samples, among which one naturally expects to find only the most perfect taste and refinement, is one in which we detect a jarring note. It has gold ornamental borders with a gold line in between, and a gold design containing a nosegay of varied flowers. In short, it is resplendent with burnished gold. This design will undoubtedly find much favor, and be a large seller, and there is no reason in the world why G. D. A. should not make the kind of goods that appeal to all tastes; yet we cannot help being surprised.

Apart from this, all the new creations are in their usual unapproachable style. The English language contains no word, and the French only one—*mignon*—that thoroughly characterizes their beautiful designs.

THEY GOT IT.

THE Fox establishment at Yonkers, N. Y., has for its slogan, "If there is anything you want, get it at Fox's." So three men entered the store, and while two of them engaged the attention of the sales force the other robbed the cash drawer.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Sept. 27 '11	Corresponding period 1910	Exports Jan. 1 to Sept. 27,'11	Corresponding period 1910
Boston	639	465	6058	5641
New York	769	675	5639	6125
Baltimore	649	708	8092	10790
Philadelphia	373	244	3404	4494
New Orleans	5	50	664	1669
Newport News	...	....	43	183
San Francisco	169	3	411	3
Portland (Me.)	....	....	545	1029
Galveston	13	304	744	1301
Portland (Or.)	21	...	21	....
Inland Points	138	....	1017	1430
Total	2776	2449	26638	32665

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Sept. 30,'11	Corresponding period 1910	Exports Jan. 1 to Sept. 30,'11	Corresponding period 1910
New York	178	524	7877	7201
Boston	123	63	6111	5595
Philadelphia	148	49	3417	4413
Baltimore	841	318	8928	13868
San Francisco	.	90	384	244
New Orleans	119	63	737	2064
Portland (Me.)	....	....	389	1943
Galveston	4	....	744	1388
Newport News	....	21	43	971
Portland (Or.)	....	....	6	55
Inland Points	....	....	260	942
Total	1413	1128	28896	38684

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Much interest was manifested here during the last few days over the hearing at Greensburg of the action in equity of the H. C. Fry Glass Co. against the McKee Glass Co., wherein the former concern seeks to have the latter company restrained from manufacturing lime glass blanks for cutting purposes. About twenty-five or more witnesses testified in the case—glass manufacturers, factory managers, cutters, salesmen and managers of jobbing houses which sell both lime and lead cut glass. After the testimony has been transcribed the court will announce a time for the hearing of arguments. A decision may not be handed down until several weeks.

Charles J. Pratt, of London, Eng., who represents the Jefferson Glass Co. in that city, spent several days in Pittsburgh last week, following which he visited the offices of the Jefferson at Follansbee. Mr. Pratt said that the demand for American glass in England is showing a gradual increase.

The Duncan & Miller Glass Co. is securing good business on its lighting lines, several new shapes and sizes have been recently added. This plant is working full time, and work on new lines and specialties to be shown in January has been commenced.

Blown and pressed glass manufacturers are watching the approaching local option elections in sixty or more counties of Ohio this season with considerable interest Should any of them vote "wet"—and it seems reasonable to believe that many will—there will be a decided increase in the demand for bar lines from the jobbers and bar supply houses.

Reservations for the forthcoming pottery and glass exhibit continue to be received by the hotels north of the Fifth avenue line. The bulk of the exhibits will be quartered at the Ft. Pitt next January, although the Seventh Avenue will have more than it did last January, according to indications.

There has been a decided increase in business with the Pittsburgh Cut Glass Co especially on their tumbler and stemware lines. The concern is also cutting considerable lighting ware, the orders for globes showing a marked increase during the last fortnight.

"Demand for our lines of lighting glassware this season is nearly double that of a year ago," said S. F. Elkins, of the Krakno Glass Co "We added three new shapes and a number of new treatments during the week."

Reports from the Silicon Glass Co. are to the effect that the sales of lantern globes to the small trade this season far exceed those of a year ago.

According to present plans the Pennsylvania Glass Co. contemplate showing several new effects in lighting glass never before attempted in this country.

Glass manufacturers are constantly in receipt of new designs—submitted by salesmen and buyers. While some of them look the sketches over with more or less care, the majority usually throw them into the waste basket. On the other hand, there are manufacturers always glad to receive designs, and one in particular never throws anything away. The writer was given an opportunity to scan through a batch recently containing designs three and four years old. "I go through these every once in a while," said the manufacturer, "and as a result I always have some new ideas to work on."

With the additional sixteen-pot furnace which the Jefferson Glass Co. plans to erect at an early date the company will more than double its capacity. The demand for both the table and lighting lines shows a steady increase.

The Commercial Art Glass Co., of Youngstown, O., is a new concern just chartered with a capital stock of $10,000. George Edwards and M. J. Evans are at the head of the company.

The Dunbar Art Glass Co., formed under West Virginia laws, is headed by P. A. Donovan, who is said to have been formerly interested in the glass business in this city. Others in the company are Paul B. Grosscup, G. H. Corey, J. Gluck, F. J. Andrews, Charles G. Mayer and Grant P. Hall, all residents of Charleston, W. Va.

SALESMEN'S ASSOCIATION NOTES.

THE honor of holding membership card No. 1 and of being the first president of the Pottery, Glass and Brass Salesmen's Association lies with L. D. Seixas, who is affectionately known as "Pop" to all his fellows at Higgins & Seiter's, where he presides over the lamp department. When Mr. Seixas was elected as the first captain to take the helm of the Association boat he was the New York representative of the old house of Abram French & Co., now defunct.

There is no doubt that the ultimate success of the Association is due to the untiring efforts of the officers who were so energetic in floating it. Not the least of these was its initial president, who has done as much as, if not more than, the others in obtaining members. Many proprietors of businesses were persuaded to join through his efforts, thereby giving the Association a solid foundation.



L. D. SEIXAS.

Mr. Seixas is very emphatic in expressing his opinion of those members who, whether through carelessness, lack of memory, or even inability, do not pay their assessments within the time prescribed. He sees no excuse for them. The time notice is ample and the assessments few and small; yet there are always some for whom their fellow members have to pay in order that they shall not lapse. True, some of them acknowledge the courtesy and are thankful, and quickly reimburse the one who has paid.

Mr. Seixas also has decided ideas on the banquet question. He thinks that one of the real old-time dinners as held at Mouquin's would be much more popular, and requests that the CROCKERY AND GLASS JOURNAL shall suggest for him that the next affair be patterned after the ones of ten or fifteen years ago, when it did not cost more than three dollars and everybody came and had a good time. He says that he could provide an entertainment for that price that would be enjoyable, and that folks would not be expected to report in full evening regalia.

Another suggestion that the ever-interested first president makes—and it seems a good one, too—is that the annual meeting should not be held during the daytime, when everyone is busy. Many members are unable to leave their offices, salesmen in stores cannot possibly leave, and buyers do not like to waste their employers' time. In order to have a big meeting, and one representative of the rank and file, he would hire a room, say at the Astor House, or borrow that of the Crockery Board of Trade, and hold the meeting there at night after the offices and stores are closed. He predicts that such a course would result in the largest attendance on record.

There is no more enthusiastic member to-day than "Pop." He has the good of the Association at heart, and is always thinking how it can be improved. He would like to see some of the younger members take a more active interest, and thinks that some of them should be put on the board of management.

AT BOSTON.

AMONG the buyers in town this week were Frank Dunmore, for the Shepard Co , Providence; Mr. Richardson, with the Clarke-Sawyer Co., Worcester; George Thibedeau, with New Bedford Dry Goods Co.; Mr. Chandler, for the Goodnow, Pearson Co., Gardner; Geo. Turner, with the Denholm & McKay Co., Worcester; J. F. Kerr, Sherbrooke, Canada; E. A. Doyle, Lynn; W. E. Noyes, Springfield, Vt.; Harry Alex, of Harry Alex & Co , New Britain, Conn.; Geo. H. Herrick, of Geo. H. Herrick & Co., Attleboro.

Frank L. Roberts, for many years on the selling end of the Mitchell, Woodbury Co. in New England territory, passed away recently, much the sorrow of a wide circle of friends.

Arthur Moisant has opened a store at Clinton, Mass., and will carry a line of kitchen-ware.

The Allen & Paisley Co. has incorporated for $30,000, to sell furniture, crockery, etc.

Prominent sellers were Edward E. Wilgus, for Buffalo Pottery; F. O. Shattuck, with Geo F. Bassett Co., New York; Chas. McDonald, with Mercer Pottery Co., Trenton; Chas. Weiss, with Wm. Guerin & Co., New York.

George K. Marshall, with H. T. Edwards, the Fostoria glass exponent, is expected to return this week from Maine.

Geo. Purrington, with H. B. Hollis, is running through Central Massachusetts territory.

E D. Berman is president of the National Furni-

EIGHTEEN

attractive open stock patterns of French china dinnerware--all pretty and at popular prices--are awaiting your inspection.

Those who handle our line re-order in large quantities—a fact that tells its own story.

Let us send you a sample set.

Illustrated catalogue will be mailed on request

L. BERNARDAUD & CO.,

Limoges, France.

NEW YORK WAREROOM,
50 MURRAY ST.

H. R. CHURCHILL.

Place Your Orders Now for Spring Delivery.

THE CELEBRATED

AHRENFELDT CHINA,

Manufactured at Limoges, France.

ALSO THE RENOWNED ART CHINA MADE BY

C. G. SCHIERHOLZ & SOHN,

Plaue, Thuringia,

are meeting the universal approval of the critical buyer.

HERMAN C. KUPPER, Importer,

50, 52 and 54 MURRAY STREET, NEW YORK.

ture Co., just incorporated for $10,000. Crockery and kitchen-ware will be carried.

The Dana Furniture Co. has been incorporated at Taunton, Mass. Capital, $10,000.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Competent buyer and manager for china and glass department outside of New York city. Reference. State salary desired. Address BUYER, this office.

J. H. VENON,

SOLE AGENT FOR

MARTIN CHINA, Limoges

GUSTAFSBERG CHINA, Stockholm

KOSTA CRYSTAL, Sweden

REIJMYRA GLASS, Sweden

The new samples for spring import have been received. Many original ideas and great values. Quick deliveries as usual.

43 TO 51 WEST FOURTH ST.,

NEW YORK.

ESTABLISHED 1873.

BRASS EASELS AND PLACQUE HANGERS

For Plates, Cups and Saucers, Photos, Albums, etc. Samples forwarded on request



ABELS & CO. MANUFACTURERS 460 West Broadway New York

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CROCKERY & GLASS JOURNAL

NEW YORK, OCT. 26, 1911.

THE CONDITION OF BUSINESS.

New York

A decided increase in business has been noticed within the past few days. As has been the case all through the fall, the orders are not large individually, but they come frequently and aggregate a fair amount of goods. The market has also broadened considerably. Dinnerware, which has been in such constant request, still holds its own, but there is an increasing call for fancy short lines and some fancy goods. Medium-priced wares are selling best, and there is some inquiry for very high priced goods.

The remarkable sale of blown tumblers and stemware continues. Where all these goods go is a never-ceasing wonder. Breakage does not of itself account for the constant demand.

Orders for goods for spring delivery are very encouraging. The men on the road have met with better success in this direction than they anticipated, and are much gratified with the results.

A spirit of confidence seems to be asserting itself, and the outlook for holiday trade and a good following spring business is pronounced.

One of the JOURNAL staff who has just returned from the Middle West remarked an air of optimism there that has been absent for more than two years. In some of the cities and larger towns there is apparent an ambition to extend business which has long been lacking. Building operations are going on, improvements are being made, and there is a sprightliness that is most gratifying. The absence of frost in the agricultural districts has been of great benefit to the fall crops. Winter wheat never looked so well and never reached the stage of maturity at this season of the year as is now seen all through the belt. There is a lack of political agitation, too, the farmers and tradesmen seemingly being disgusted with the political situation, and are going about their business irrespective of the usual turmoil in the fall of the year.

Retail trade has received a decided impetus recently. The constant rain of last week had a depressing effect, but in spite of that a good business was done. In the country conditions have been better yet. The beautiful weather west of Buffalo and Pittsburgh, with the roads in good shape, stimulated country trade. Another thing that has helped business is that retailers' stocks are now in better condition than for months. Imports are being opened, and the shelves and counters are fairly well stocked. There is no surplus, because buying orders in the spring were comparatively small, but they were large enough to brighten up the warerooms of retail merchants all over the country.

Pittsburgh and Vicinity.

Because of the large volume of business with which some glass manufacturers have been favored a number of salesmen have been called from the road. Indications for a heavy late fall shipping period are exceedingly bright. Tumblers and light ware are selling well, while the sale of general table lines shows a very encouraging increase. Lamps are also moving nicely.

East Liverpool and vicinity.

There was a slight improvement in orders with the Western manufacturing potters during the past ten days. The first week in the month did not produce much, but since then there has been a gradual change for the better, and all of the plants are in operation. Some are going to capacity; others are not quite so busy. Collections are reported rather slow.

ON THE PACIFIC COAST.

THE United States Glass Co. report an excellent business with the line of lime tumblers which they put on the market some time ago. F. M. Dunn, manager of the local salesrooms, says that they are considerably cheaper than the lead blown, and that the trade seems to be taking to them very readily. Mr Dunn leaves this week for a trip to Portland, Seattle, Tacoma and other northern cities that will keep him away from the office for several weeks.

* *

The local salesrooms of the Fostoria Glass Co. were robbed a few nights ago of about $250 worth of silver deposit ware and cut glass. B. F. Heastand, manager of the company's interest in this section, has just gone to the southern part of the State for a two or three weeks trip.

* *

The San Francisco Crockery and Glassware Co. has made arrangements with the Corona Cut Glass Co., of Toledo, O., to handle this line for the entire Pacific Coast, and a good display of samples is now to be seen at its rooms in the Bancroft Building. Mr. Bartells writes from the Northwest, where he has been for several weeks, that he finds the trade all through that part of the country better satisfied with business conditions than has been the case for some time.

* *

Bullock's Department Store at Los Angeles opened its fall and winter campaign on chinaware last Monday morning. The event had been well advertised and brought out a lot of buyers. The china department has secured the services of Mrs. Maybelle Kemper to conduct classes in china painting, and has put in a complete stock of china for decorating.

* *

Mr. Merten, secretary of the American Import Co. has been visiting Kansas City and the neighboring territory for the past few weeks, and expects to make Omaha his headquarters after this week.

* *

Several improvements are being made at Dorn's Ceramic Supply house on Powell street. Two new kilns have just been installed.

* *

Mr More, manager of the household department of Hale Bros.' local store, says that the large shipment of German fancy china and cut glass which he ordered for the fall trade has just arrived and he will this week begin a special sale of these lines which will be continued for two or three weeks.

* *

The trade of this city and Oakland is greatly interested in the announcement that the Howell-Dohrmann Co of the latter city is to take over a large section of the new building of the H. C. Capwell Co. of Oakland and will own and operate the housefurnishing, glass and crockery departments in the Capwell store. It has been understood that when the new building was occupied the H. C. Capwell Co. would operate a complete department store, including the lines above mentioned. The combination with the Howell Dohrmann Co., perhaps the largest retailers in these lines in Oakland, avoids the threatened increase in competition, and will go far to perpetuate the hold which the latter company has on the trade of the territory east of San Francisco Bay. It is said that when the new building is ready for occupancy the Howell Dohrmann Co. will remove from its present location on Clay and Thirteenth streets.

* *

The decorating force at Samish's Stockton street store are working overtime on holiday goods.

* *

Mr. Conger, of the Conger-McLean Co., has just returned from the southern part of California, and says that he finds business down there in excellent shape.

LATEST CUSTOMS RULINGS.

THE Board of Appraisers of the Port of New York sustained recent protests of the Strobel & Wilken Co. and American Import Co , but overruled those of A A. Vantine & Co., Morimura Bros., Geo. Borgfeldt & Co., and the Jordan-Marsh Co.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Oct 7 11	Corresponding period 1910	Exports Jan. 1 to Oct 7,'11	Corresponding period 1910
Boston	120	78	6262	5925
New York	228	229	6015	6878
Baltimore	32	293	9965	11401
Philadelphia	61	174	3500	4717
New Orleans	6	61	789	1793
Newport News	..	....	43	204
San Francisco	44	...	455	93
Portland (Me.)	....	....	545	1029
Galveston	56	....	800	1301
Portland (Or.)	50	....	71	10
Inland Points	1	....	1018	1430
Total	598	835	28463	34781

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Oct 7, 11	Corresponding period 1910	Exports Jan 1 to Oct. 7,'11	Corresponding period 1910
New York	228	162	8105	7363
Boston	120	78	6231	5673
Philadelphia	61	53	3478	4466
Baltimore	32	303	8960	11464
San Francisco	168	....	552	244
New Orleans.	35	....	772	2064
Portland (Me.)	....	....	389	1943
Galveston	56	....	800	1388
Newport News	....	....	43	971
Portland (Or.)	5	....	11	55
Inland Points	....	....	260	942
Total	705	596	29601	36573

The New York Crockery and Glass District.

The "Nucut" glassware that Cox & Lafferty are putting out is having phenomenal success. The orders that are coming in surprise them. They had no idea that it would catch on so well, and say that advertising in the JOURNAL certainly pays.

Up to date as usual, Villeroy & Boch have sent to E. R. Thieler from their Dresden factory a new design in porcelain dinnerware. The decoration, which is carried out in a subdued blue, follows along the line of conventional borders so popular just now, but goes them one better. The festooning is very artistically carried out and shows that the artist is well posted on what is suited to the American market.

A lot of new service plates were opened at the office of William Guerin & Co. on Monday, comprising raised paste gold, beautiful color effects, and white and gold. They are done in English fashion, and are remarkable for their workmanship, as well as for the beauty of the designs.

The samples that E. Torlotting has been waiting for arrived on the "Vaderland" this week, and he expects to have them displayed in his showrooms in a few days.

A new oval fourteen-inch ice cream dish with key border design has just been received by A. A. Bean from the A. H. Heisey factory, together with a roll tray of colonial pattern.

New samples of water, fish, game and turkey sets have been sent by the West End Pottery Co. to William Warrin. These are all good, and worth seeing.

Light cuttings on blown glass are getting more popular every day, and the latest addition to the varied line is to be seen at the showrooms of E. B Dickinson, in the Fifth Avenue Building. He has just received from the Corona Cut Glass Co. one of the most fascinating designs on stem and tableware that we have seen in a long time. The wild rose pattern, with a cluster of roses tastefully grouped with briars gracefully entwined, is so excellently conceived and executed that it is bound to become popular. The company has produced several new shapes in vases, jugs and footed bowls upon which this particular pattern is most appropriate.

The Wilkinson line of dinnerware shown by Robert Slimmon & Co. not only contains the conventional transfers, but is replete with original designs which differ materially from anything else seen on this class of goods. There is a harmony of color and an adaptability of the decoration to the contour of the shape in all the patterns they produce, and when these are combined with excellence of workmanship and moderate prices it is no wonder their line is a favorite with buyers.

A somewhat conventionalized floral design on fine clear pressed glass in imitation of rock crystal cutting has just been produced by the Cambridge Glass Co., and a full line is to be seen at the New York showrooms

---

SPECIALS.

A large-sized cut glass sugar and cream at $1 a pair is the startling offer made by one of the agents in the District.

Glass salt shakers with fibreloid tops for family use are being offered at $4.50 per gross by William Warrin, 25 West Broadway The design is a ribbed one and the glass clear and of good color.

The Plume & Atwood Mfg. Co. are clearing out those portables rapidly. Lamp manufacturers looking for bargains should hurry up before they are all gone.

A lemonade set of fine lead glass with a floral cutting of excellent design is being offered by A. R. Marryatt at $3.

SALESMEN'S ASSOCIATION NOTES.

IF the members of the Pottery, Glass and Brass Salesmen's Association in general knew how many little acts of kindness were performed from time to time among the brethren they would be astonished. Members who are temporarily embarrassed, or physically unable to work, and to whose families it would be a calamity should they die during suspension, are often carried by philanthropic fellow members, and more particularly by officers of the Association who know their circumstances and why dues are not paid. There are lots of men who owe a debt of gratitude to members of the board of management that mere cash cannot repay. These officers and members would never think of mentioning the matter themselves. Nevertheless, they are entitled to thanks, not only from the ones benefitted, but from the whole rank and file of the Association.

One suggestion made by L. D. Siexas in our last issue has met with the approval of some of the members and officers of the Association—viz., the holding of the next annual meeting after business hours, instead of during the day, when everyone is busy with his own affairs. It would seem the logical thing to do in order to have a representative attendance of members at this the most important meeting of the year.

The three leaders in the contest for the gold watch offered to the member securing the greatest number of applications during the year are J. H. D. Rowan, 10; J. F. O'Gorman, 8; W. S. Creveling, 7.

Publicity of the doings of an organization is the best method of getting those interested in its happenings who are not already members, yet are desired as adherents of the cause. No means of obtaining such an advantage should be neglected by members who have the interest of the Salesmen's Association at heart. The life of such bodies depends upon keeping up their membership and enlarging it year after year, and no better means for the furtherance of this object could be had than the dissemination of its news through the medium of the CROCKERY AND GLASS JOURNAL, the recognized organ of the trade. Its columns are always open, and any communications received from members wishing to avail themselves of the wide publicity that the JOURNAL can naturally give will be duly published.

A meeting of the board of management was held on Friday of last week to pass on the death claim of Geo. A. Gebhardt, late manager of the Laurel Cut Glass Co. During the meeting it was again the unwelcome task of some of the members of the board to pay into the treasury assessments for delinquents in order to save them from being suspended or stricken from the rolls. It is lamentable that so many members of the association should think so little of their responsibility in this matter—to say nothing of putting themselves under obligation to their friends on the board.

At the meeting of the board of management last week eight or ten members were dropped from the roll. The matter of the annual banquet was taken up, but nothing definite was done. There was a lot of routine business to attend to, and the meeting did not adjourn until after 2:30.

The following new members were elected last week: Edward B. Hill, with A. H. Heisey & Co., Newark, O.; Harry R. Berlinicke, this city; Arthur W. Lunney, with Walbridge & Co., Buffalo; Michael J. Donoghue, with the Gamble-Desmond Co., New Haven, Conn., and Charles Smith, with Brown, Thompson & Co., Hartford, Conn.

AT BOSTON.

AMONG the buyers in Boston this week were George H. Williston, Fall River; D. B. H. Power, Lynn; C. L. Rice & Son, Rockland; Frank A. Smith, for A. G. Pollard Co., Lowell; W. Brown & Son, Calais, Me.; F. W. Fisher, for F E. Nelson Co., Manchester; Mrs. John Carroll, for the Lougee Robinson Co., and Mr. and Mrs. F. H. Lougee, of the same firm, Laconia, N. H.; Mr. Avery, of Avery Furniture Co, South Framingham; Goodnow Bros. & Co., East Jaffray, N. H.; S. Wilcox, Brattleboro, Vt., and, singularly enough, another "S. Wilcox" of Greenfield, Mass.

The "sellers" included Fred Farrell, for Monongah Glass Co., West Va., Charles Hartford, for Jefferson Glass Co., Follansbee, West Va., and Oliver S. Atterholt, for Luzerne Cut Glass Co., Pittston, Pa.

R. H. Stearns & Co. are conducting a sale of antiques, including some very old china and a number of pieces of rare Irish and Scotch glass, under direction of Mr Wood, head of the china department.

Mr. Power, representing the Pittsburgh Lamp, Brass and Glass Co, is covering Western Massachusetts and Rhode Island territory.

Wilder B. Neil, of Rochester, N. H., visited the Boston coterie this week.

Bigelow, Kennard & Co. are now occupying their new building at 10 and 12 West street. J H. Cecil Watson, formerly in charge of the art department, has resigned to go with the Watson Sterling Co., Winnipeg, Canada. His successor has not yet been selected

The Jordan-Marsh Co. are offering a $35,000

stock of high-grade statuary, cut glass, brass novelties, etc., purchased from a Fifth avenue, New York, house.

Clifford E. Myers, salesman for the Mitchell, Woodbury Co , has returned to the city after covering Indiana and Ohio territory. Robert Corey has left for an extended trip throughout Michigan and Western territory.

Peter E. Fraser, Hamilton, Mass. has purchased the variety store at 136 Dodge street, North Beverly.

A. C. Hyslop, representing Porteous, Mitchell & Brown Co., Portland, Me., was a welcome visitor this week.

The Gilchrist Co. has made arrangements for the early construction of a ten-story steel and terra-cotta department store. The new building will have a frontage of about fifty feet and a depth of 160, and will be flanked on the west and north by the present sections of the Gilchrist Co. establishment.

A Vermont trade member rarely in town was J. C Eaton, of J. C. Eaton & Co. Lyndowville, Vt.

Walter Fishel, for Strobel & Wilken Co., New York, is expected in Boston about October 25.

H. P. Muirheid, representing Maddock & Miller, New York, is expected in town this week.

It is said that Faulkner, Page & Co. are to retire from business at the end of the present year.

C. L. Rice & Son, of Rockland, were in town this week inspecting goods for fall trade.

AT PITTSBURGH.

EVERY china and glass jobbing house in the Pittsburgh district reported an improvement in business last week, owing to the fact that a large number of country buyers came into the market. While individually their orders were not considered large ones, yet the aggregate showed up well.

* *

Charles G. Cassell displayed the Heisey lines at the Colonial Annex last week.

* *

A complete line of vitreous hotel china, the product of the Warwick China Co., of Wheeling, W. Va., is being shown by Watson W. Lang, local representative of Kinney & Levan. A feature of this line is the underglaze treatments, both in borders and monograms. Many specialities are also included. The Sterling Cut Glass Co., of Cincinnati, has sent in a number of new pieces in both floral and heavy line cuttings.

* *

"Orders for 1912 delivery are considerably larger than this time last year," said Charles Kaiser, who travels for Morimura Bros., when seen at the Colonial. He closed his trip in this city and returned to New York.

* *

A. B. Levan, of the firm of Kinney & Levan, Cleveland, which concern maintains a branch house in this city, sailed from Europe for home Oct. 19. He is expected to stop here on his way to Cleveland.

* *

Warren H. Dunn, the well-known manufacturers' representative of New York, was registered at the Ft. Pitt last week.

* *

Messrs. Lauterbach and Schwarz were at the Colonial jointly representing the Strobel & Wilken Co.'s lines.

* *

E. D. Wetton, with Dorflinger & Sons, was registered at the Hotel Henry during the past week.

* *

F. C. Winship, showing the lines of the H. C. Fry Glass Co., was in the district last week.

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

38	packages	earthenware	Jones, McDuffee & Stratton Co
5	"	"	Houghton & Dutton
12	"	"	R Slimmon & Co
2	"	"	E Boote
8	"	"	Mitchell Woodbury & Co
3	"	"	Pitt & Scott, Ltd
4	"	"	A Stowell Co
8	"	"	Richard Briggs & Co
7	"	"	American Express Co
10	"	"	Miscellaneous Orders

ANTWERP

128	packages	earthenware	Jones, McDuffee & Stratton Co
86	"	"	American Express Co
11	"	"	Mitchell Woodbury Co
146	"	"	Elbe feld & Co
2	"	"	Jordan Marsh Co
40	"	"	L Wolf & Co
17	"	"	Miscellaneous Orders

HAMBURG

9	packages	earthenware	Jones, McDuffee & Stratton Co
31	"	"	E A Runnells & Co
14	"	"	Stone & Downer Co
19	"	"	First National Bank
72	"	"	L Wolf & Co
6	"	"	R H Stearns Co
154	"	"	Natichal Despatch Co
3	"	"	Bawo & Dotter
12	"	"	Patterson Wylde & Co
44	"	"	F W Woolworth
24	"	"	Houghton & Dutton
6	"	"	Ocean Transit Co
4	"	"	L E Knott Apparatus Co
2	"	"	W N Proctor & Co
63	"	"	Geo Borgfeldt & Co
70	"	"	Miscellaneous Orders

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 26, 1911.

IT CERTAINLY WILL.

IN a great many retail stores the question is often discussed, "Will it pay me to go to New York to do my buying?"

Unless the store's location is such as to render the trip impracticable by reason of the carfare and expenses incidental to the journey, we unhesitatingly answer in the affirmative. The wholesalers' entire lines, shown in every size and grade, may thus be selected from, instead of purchasing from a salesman's assortment of representative samples.

Other important advantages secured are the opportunities of seeing the lines of houses that have no regular salesmen covering the territory you are located in, and the chance of visiting the big metropolitan retail stores and studying their methods.

It is impossible for a buyer to take a trip to New York without learning many things which will broaden his experience, and so make him better equipped to serve his firm more advantageously.

A TIP TO TRAVELING MEN.

A NUMBER of hotels throughout the country have sprung a new one on the traveling public. Posted in the lobbies, and sometimes on the doors of the rooms, are inconspicuous signs stating that guests must notify the office by nine o'clock in the morning if they desire to retain their rooms for the remainder of the day; otherwise a full day will be charged. On notification a proportionate rate will be made for the day. In other words, a man arriving at six o'clock at night must state the time of his departure before nine o'clock the next morning, or else he will be charged four dollars for a two-dollar room. If he wishes to leave some time during the day he may be charged fifty cents or a dollar, depending on the whim of the clerk.

A day in a hotel has always been considered twenty-four hours. This new wrinkle changes the old-established custom. Traveling salesmen rarely read the signs on the doors, and had better be on their guard.

PERSONAL.

A WELCOME visitor to our office on Monday was Homer Laughlin, erstwhile crockery manufacturer. A dozen years ago Mr. Laughlin disposed of his control of the Homer Laughlin China Co. and went to Los Angeles, Cal., to live. Later on he disposed of all his holdings in the company and invested in real estate in that city, For the last two or three years he has spent his time traveling, A year ago he returned from a thirteen months' trip around the world, and he is now here to arrange for an extended tour in South America, beginning next January. He is an interesting talker, and his descriptions of countries seldom visited by tourists are most entertaining He is sprightly, and looks younger and better than he did when making crockery. He has been a fortunate man all through his business career from the time he ran a six-kiln pottery, By giving personal attention to the numberless details of his establishment, creating a reputation which enabled him to choose his customers, and giving value received, he secured the confidence of the trade; and now, while still comaratively young, he is enjoying the fruits of his early endeavors.

The early part of this week H. J. Bruton, of Bainbridge, Ga., visited the china and glass salesrooms and placed orders for liberal quantities.

G. S. McRae, with E. B. Taylor, Richmond, Va., paid the city a visit recently, and the orders he left behind filled many representatives with good cheer.

Fred D. Swasey, of E. Swasey & Co., Portland, Me., who was in town this week, said that if business continues in its present state he will not have the slightest excuse to kick.

H R. Taggart, president of the Universal Supply and Mfg. Co., Wellsburg, W. Va , paid a flying trip to New York this week and showed some new samples to his New York representative, Wm. Warrin. Mr. Taggart is a live wire, all right. Nothing

escapes him in a business way, and as a result he has built up a large trade.

⚜

On Saturday last, William Hawthorn, from Oshkosh, Wis., was seen in the District by many of his friends, with whom he left welcome mementoes of his visit.

⚜

Last week N. Berman journeyed from his home in Port Henry, N. Y., to replenish his depleted stock of china and glassware, and his friends in New York gave him a cordial reception.

⚜

J. B. Stocking, of Westfield, Mass., placed orders with a number of the sales agencies.

⚜

The metroplis was visited by Frank Mulkins, of Cooperstown, N. Y., last week for the purpose of filling in his run-down stock.

⚜

George Thiesen, with Bawo & Dotter, returned from Europe Monday morning after a very pleasant voyage. He says the sea was calm all the way over, and they had no delays until arrival in the Bay, when they were held up five hours by fog. He will have some dandy things to show the trade in the spring, he says.

⚜

Rumor has it that Harry M. Hollender, late with the Henry Siegel Co., Boston, has signed up with Siegel Cooper Co., Chicago, for next year.

⚜

A. H. Poynter, who travels up-state for Bawo & Dotter, returned on Sunday morning from a trip over his territory and reports an exceptionally good trade.

⚜

J. M. Sherwood, of the Stork-Bates-Sherwood Co., started for Chicago on Wednesday afternoon, to negotiate two very important deals.

⚜

H. B. Salter, Trenton, N. J., who runs a general housefurnishing store, including crockery and glass, was one of last week's purchasers.

⚜

A representative of Meyer Bros., Paterson, N. J., was buying in the District this week.

⚜

Andrew Smith, president of the McKee Glass Co., was in town last Friday and Saturday.

⚜

Chas. Streiff, New York representative of William Guerin & Co., has suffered a great misfortune in the death of his mother, news of which was received by cable on Monday morning from Schux de Fonds, Switzerland. Although eighty-six years old, she was thought to be in excellent health, and the news came as a surprise. She was a woman of estimable qualities and highly regarded by the townspeople.

⚜

Geo. G. Peck, of Geo. G. Peck & Co., Newburgh, N. Y., paid the downtown section a visit last week.

⚜

John R. Akin, with True & Blanchard Co., Newport, Vt., visited New York during the week, and was seen among the crockery and glass rooms making liberal selections.

⚜

F. H. Fuller, of East Aurora, N. Y., made considerable purchases the latter end of last week from the agents in this city representing glass and china manufacturers.

⚜

W. E. Waller, of Rutherford, N. J., who runs six stores in various towns in that State, was in the District on Thursday last, purchasing all kinds of goods for the holiday trade.

⚜

A. B. Levan, of Kinney & Levan, Cleveland, returned to New York from Europe and after spending a couple of days in the city left for his home.

⚜

Louis J. Clarke, with B. Lowenstin & Bro., arrived in town on Monday morning from Memphis to buy holiday goods.

⚜

On his return from a trip through the Middle West, Leonard Stock said that he found business very good.

⚜

Julius Palme sailed for Europe Tuesday on the Wilhelm der Grosse. He will visit all the factories that he represents and arrange for new goods, and will return in about six or eight weeks.

⚜

D. King Irwin sailed Saturday for Cuba, accompanied by Mrs Irwin, on the Ward Line steamer "Saratoga" and will return on Tuesday next. The visit is a purely business one—to look over the Cuban agency that the United States Glass Co. maintains there.

⚜

"No hard times that I can see," said Wm. P. Graham on his return from a trip through the country that touched at Montreal and other Canadian cities, and extended as far as Chicago. "Business looks good to me," he remarked.

⚜

Chas. P. Schuller, manager of the New York store of the C. F. Monroe Co. for the past fifteen years, will on November 15 join the staff of Bawo & Dotter, where he will have charge of the cut glass and glassware department. Being a practical glass

man, this will give Mr. Schuller a broader field for his business abilities, and will result in a number of exclusive shapes and designs being manufactured under his personal supervision for this important department.

⚜

Arthur Poole, of the Cook Pottery Co., Trenton, was a visitor to the city on Wednesday, in consultation with A. C. Dorner, the New York representative of their line of hotel ware.

⚜

Christian Dierckx was browsing around the District on Wednesday, looking up the cut glass people, and a representative of the JOURNAL saw him place one order for five hundred ten-inch cut glass bowls.

⚜

Herman D. Kupper returned Tuesday on board the Kaiser Wilhelm II. after an extended stay on the Continent. He was accorded a hearty welcome by his office staff.

⚜

Arthur F. Pohlmann has become buyer and manager of the china, glass and toy departments of the Joslin Dry Goods Co., Denver.

⚜

Victor Aschoff, bookkeeper for Geo. F. Bassett & Co., who has been ill from pneumonia and its after effects since the middle of August, will sail for Europe November 2 on a six weeks' trip.

⚜

Paul Vollrath, of Froeber & Walbrath, is much better, and hopes to be able to report at his office on Monday.

⚜

Lorenz Gonzalez, of Gonzalez Padin Hermanos, San Juan, Porto Rico, placed orders of considerable magnitude during the past week.

⚜

B Birch, of Freehold, N. J. was a caller on many of the New York agents.

⚜

On Wednesday last Willlam Warrin celebrated the twelfth anniversary of his wedding.

⚜

W. J. Ludwig, a representative of the W. L. Milner Co., Toledo, O., was circulating around the District on Wednesday in the interest of his crockery and glass department.

⚜

R. C. Ewing, of Dobbins & Ewing, Columbia, Tenn., was in the District this week ordering goods for their new stores. They are erecting two stores to replace the one burned out last May, increasing their capacity forty per cent. One has been completed and already opened; the other will be ready November 10. The building is up to date in every respect and is equipped with electric elevators for passengers and freight.

⚜

J. A. Law, Asheville, N. C., is in town buying goods. He will be here about two weeks.

HONEST CRITICISM APPRECIATED.

NEW YORK, Oct. 20, 1911

Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR—Thank you very much for the compliments you pay our new decorations, and thank you also for the critical comments regarding certain new styles samples among them. It is refreshing to read a bit of honest criticism instead of the universal "praise everything" that one invariably sees in trade journals, and I am very glad that you had the courage of your convictions sufficiently to criticise a decoration which did not please you.

Now let me give my honest convictions. In the first place, taste is a very peculiar thing, and is not only local, in that certain parts of our country ask for entirely different styles of shape and decoration from those that sell in other cities, but it is also a personal matter. You and I may differ regarding a certain decoration or a certain style, and yet both be right and both have good taste. However, when one is selling china as a business, and not collecting it for artistic and museum purposes, taste is sometimes a detriment rather than a benefit in decorations; and, although we may differ on the attractiveness of of the pattern under discussion and not agree as to its artistic merits, I am very glad to see that we are harmoniously and enthusiastically united in believing that it will *sell*. I think you will agree with me that the G. D. A. samples when submitted to our customers for the purpose of obtaining their orders are made to *sell* rather than to admire from any artistic standpoint. Once again: if this pattern sells, as you and I both are certain it will, never mind the art; and I am even willing to run the risk (which, however, I do not admit) of having the trade believe that there is "a jarring note" in our new samples.

On second thought, however, I am inclined to believe that this apparent criticism is really a most delicately-veiled compliment, and accept it as such. "A jarring note" is only noticed when the orchestra is otherwise perfect, and I am sure you will remember the time when Wagner's music, which then was called the music of the future, was considered not only jarring, but discord and a jangle of sounds. Wagner was simply a few years too soon, and I am confident when we look at this much-criticised pattern—say, twenty years from now, and talk it over together—we will agree that it was simply a forerunner of a new type of china decorations constituting as radical a departure and as great a success as the Wagnerian music. I purpose to keep a record of the orders given for this pattern and at the end of the season we will compare notes.

I am exceedingly glad that you "cannot help being surprised," and sincerely hope that our customers may also be "surprised," as there is nothing so bad for a house or the samples which it shows as running in a rut. The danger is always of becoming monotonous; so, in spite of your criticisms, I hope our good friends and customers and the trade throughout the country will be as much surprised as you were, and recognize, as I have already said, that this is simply a look into the future and a long step in advance.

Thanks once again for your honest criticism. Please keep it up. Yours very truly,

FRANK P. ABBOT,
for Porcelaines G. D. A.

PROMINENT MEN IN THE TRADE.

EDWARD R. THIELER.

BUT for his agility and presence of mind we might not have among us to-day one of the brightest young men of the District—or at least not in such complete and perfect state as he now appears, for he would have been minus legs. We refer to Edward R. Thieler, the American representative of Villeroy & Boch. When the first explosion went off at the Tarrant establishment in Warren street, about ten years ago, Mr. Thieler's first impulse was to put the books in the safe; upon the second report to run out into the street, which he did with such alacrity that he collided with an Italian bootblack speeding away from the scene of disaster, and was knocked flat upon his back and rendered partially unconscious. The third explosion frightened a team of horses attached to a heavily-loaded freight truck, and they came thundering along straight for Mr. Thieler's prostrate form. Through the shouts of the horror-stricken observers he was roused to consciousness, and raised his legs at right angles just in time to let the panic-stricken team pass, the wheels of the truck grazing the seat of his trousers.

Mr. Thieler is the youngest man in the District at the helm of so important a business and holding so responsible a position. Yet he is old in the trade, for at the age of fourteen—twenty years ago—he was office boy for Alexander Klingenberg when C. L. Dwenger was manager, and three years after that became office assistant and salesman for H. W. Loewe, who was then representative for Villeroy & Boch. So that for just half his life Mr. Thieler has been with his present firm. While with Mr. Loewe his duties when he was not selling goods were to attend to all the home and foreign correspondence, look after the office routine, bill goods, and do the general bookkeeping. He thus developed a voracious appetite for work which up to date has not been satiated.



EDWARD R. THIELER.

Upon the death of Mr. Loewe many applicants for the position appeared. Among them were men of vast experience and with all the necessary qualifications to make first-class representatives of this import-

ant firm of manufacturers. All had more or less confidence of securing the position, never for a moment supposing that a mere boy of twenty-four would be chosen. They did not take into consideration the fact that he was familiar with every little detail of the business and had developed great ablity in selling goods. But the director-general knew, and young Thieler's fidelity, aptitude for work, conscientious and untiring efforts had so entrenched him in the esteem of the home firm that in 1902 he was appointed to succeed his late employer.

When Mr. Thieler first took hold at 66 Park Place there were about three thousand samples to look after; but so rapidly has the business grown and so many new goods have been added that there are now displayed for the buyer's choice upwards of ten thousand different articles, all the product of the factories of Villeroy & Boch. He visits these factories each year after planning and designing new goods and adapting any patterns that he can to the requirements of this market.

Mr. Thieler is an enthusiast on Mettlach inlaid stoneware, and it is largely owing to his own admiration of this artistic product that he has been so successful in building up the business.

He is very proud of representing the only factory in the world producing this class of ware, and which has been awarded innumerable medals and certificates of merit, as well as supplying nearly every royal household in Europe.

A trip through the United States each year is part of the duties of this never-resting member of the crockery fraternity. The firm that he represents, besides manufacturing Mettlach ware, operates seven other factories, employing in all over ten thousand people. At Mettlach are made beer mugs, tankards, punch bowl, etc ; at Dresden, jardinieres, pedestals, table and toilet ware; at Septfontaines, fireproof cooking ware; at Wallerfangen, cheap bowls, cups and saucers, plaques, toy tea sets; at Wadgassen, crystal, plain, etched and engraved table glassware, fancy roemers, etc.

Of all the representatives that Villeroy & Boch have—and they are represented in all parts of the world—Mr. Thieler is the youngest.

He is happily married, has one little boy and girl, and, as he says himself, his greatest joy in life is to be with "meine Frau und Kinder."

OBITUARY.

H. D. LAW, an old-time crockery merchant, died at Asheville, N. C., October 15, aged eighty-three. Mr. Law was born in Dublin, Ireland, and came to this country when about ten years old. In the early fifties he established himself as an importer of English earthenware on Vesey street, this city. He prospered, and during the war established a tremendous Southern trade. About 1880 he gave up his New York business, and moved to Atlanta, Ga. After a short time he moved to Raleigh, N. C., and about 1900 retired from business and went to live at Winston, N. C. He was on a visit to Asheville when he passed away. Mr. Law was well and favorably known in New York, and his death will be regretted by his old friends here

George W. Malthaner, manager in the factory of the H. C. Fry Glass Co, Rochester, Pa., died at Cambridge Springs, Pa., last week. Mr. Malthaner was born near Salem, N Y., in 1875. When he was fifteen years old he removed with his parents to Brooklyn, N. Y., remaining there until six years ago, when he went to Rochester.

BUSINESS BRIEFS.

F. W. Woolworth & Co. have re-opened their five and ten cent store at Lancaster, Pa.

C. H. Hunter, Poughkeepsie, will open a five, ten and twenty-five cent store there in a few days.

The Trenton Potteries Co. declared a regular quarterly dividend of one per cent. on preferred stock October 25.

The suit of John W. Young Zaneseille, O., agains the Keystone Pottery Co., Crooksville, involving a patent in a method of decorating pottery, was dismissed this week on the ground that the patent was invalid.

Fire in Cincinnati October 22 did a large amount of damage. A. B Closson's Sons Art Co. were completely burned out, with a loss of over estimated $200,000, and F. C. Schultze Co., china and glassware, suffered a loss estimated at $50,000.

The J. L. Kesner establishment will open on Monday in the store formerly occupied by Ehrich Bros., Sixth avenue, this city. They advertised the event by an automobile parade through the principal streets. Twenty-five cars were in line.

The E. B Taylor Co., wholesalers of china and glassware, Richmond, Va., who were indicted by the Federal Grand Jury for violation of the interstate commerce laws under a charge of misclassifying freight in shipments, were last week exonerated Judge Waddill in the United States District Court directed the jury to bring in a verdict of "not guilty."

The Michigan Cut Glass Co., Lansing, Mich., which executed a mortgage last June to W. F. Sullivan to secure its creditors, hoping thereafter to perfect a reorganization, has been unable to bring about that end and has turned the business over to the mortgagee, The debts of the company amount to over $20,000, with nominal assets of less than $4,000.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The J. B. Higbee Glass Co., manufacturers of the Higbee hot or cold sanitary bottle, maintained a display at the East End Exposition during the last few days which attracted considerable attention. Kuhn & Co., caterers, served hot chocolate from one of these new bottles while the bottle containing the hot liquid was packed in ice. Then ice cold lemonade was served from another bottle after it had been kept over a blazing fire. The small glass mugs in which the drinks were served were made by the Higbee company, and these were given the visitors as souvenirs.

Samuel P. Kinney, manager of the sales department of the Economy Tumbler Co., was in the district a few days ago on his way home. "Our plant is operating to capacity, and we have a large amount of business on file," said he. "We are also working on the new lines which we will show at the Ft. Pitt Hotel in January, and I can assure you that they will be superior to anything we have shown in the blown lines heretofore."

Manufacturers of lighting glassware are much interested in the annual meeting of the Commercial Gas Lighting Association which convenes in Denver this week. Many of them will have lines on display during this meeting.

William G. Wessell has been appointed receiver for the Mellott Heating Co., on petition of of W. H. Hegmann, who declares he is the owner of 500 shares of stock of the concern, and is a creditor to the amount of $44.16. Liabilities are placed at $23,288.46 and assets at $47,631.13. The company have been from time to time manufacturers of lighting fixtures, and for years were in business on Smithfield street.

A. A. Graeser, who represents the Duncan & Miller Glass Co. in the Middle States, has returned to the home office. Orders are so plentiful that the factory is working to capacity.

The Oriental Glass Co. reports a good demand for decorated tableware. The trade on souvenir specialties has dropped off entirely, the jobbers and retail dealers now coming into the market for staple goods.

Although the report cannot be confirmed because of the absence of parties interested, it is said that a deal is pending for the sale of one of the idle properties of the National Glass Co.

The W. H. Deidrick Glass Co., of Rochester, Pa., is showing a number of new treatments on blown tumblers. The concern is making a sole feature of decorated blown tumblers.

News has been received by local glass manufacturers that the Beckley Glass Sand Co. has been formed at Baltimore, Md., with $200,000 capital stock by Charles B. Hoffman of Baltimore and Lewis Faith of Berkley Springs.

Charleroi, Pa.

The Macbeth-Evans Glass Co. are having a three-cornered fight to obtain possession of land for the extension of their plant. They want part of a street which the City Council stands ready to sell, but the West Bend Electric Co. have cable lines crossing the river at this street, and the expense of moving their wires is such that they are obstructing the plans of the glass company. It is probable, however, that an amicable adjustment of matters will be reached and a newwarehouse will be erected.

Millersburg, O.

The Radium Glass Co. recently filed papers of incorporation, the capital stock being placed at $50,000. The incorporators are S. B. Fair, Carl Schuler, John W. Fenton, S. Franks, Sr., and D. M. Miller.

New Brunswick, N. J.

Joseph Wilson & Sons, cut glass manufacturers, have closed down. It is reported that they were in arrears for rent and that the owners of the building have taken possession of the plant. The firm will have ten days in which to replevin, failing which the stock will be sold to satisfy the rent claim.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; amps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

S Lebolt, with A M Rothschild & Co, s, Chicago. 219 Fourth avenue.

T A Brock, with Kennedy & MacInnes Co, hf, Pittsfield, Mass. 320 Church.

L M Rousseau, hf, New Bedford, Mass. New Grand.

A A Breton, with Shartenburg & Robinson, hf, New Haven. 75 Spring.

W J Lndwig, with W L Milner & Co, g, t, Toledo. 684 Broakway.

L J Clarke, with B Lowenstein & Bro, hf, c, Memphis. 42 Warren.

O Phillips, with McCreery & Co, c, Pitssburgh. 214 Church.

A J Scheuer, of Scheuer Bros Co, hf, t, Sandusky, O 16 East 18th.

Wm O Day, with Miller & Rhoads, hf, t, Richmond, Va. 55 White.

W P Briggs, with Sibley, Lindsay & Curr Co, c, l, Rochester. 454 Broome.

H J Knatz, with Gimbel Bros, c, Philadelphia. 377 Broadway.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 24, 1911.

BREMEN

5	packages	glassware	L Straus & Sons
2	"	"	Geo Borgfeldt & Co
96	"	"	Eimer & Amend
3	"	"	Knauth, Nachod & Kuhne
61	"	"	Strobel & Wilken Co
133	"	"	Miscellaneous Orders
161	"	earthenware	Geo Borgfeldt & Co
35	"	"	Knauth, Nachod & Kuhne
29	"	"	Bawo & Dotter
42	"	"	Karl Hutter
23	"	"	Miscellaneous Orders
84	"	chinaware	Strobel & Wilken Co
114	"	toys	Geo Borgfeldt & Co
4	"	"	G W Travers
2	"	"	Bawo & Dotter
12	"	"	F A O Schwartz
18	"	"	A Steinhardt & Bro
118	"	"	C B Rouss
210	"	"	F W Woolworth
3	"	"	Knauth, Nachod & Kuhne
249	"	"	Strobel & Wilken Co
498	"	"	Miscellaneous Orders

LIVERPOOL

11	packages	earthenware	W S Pitcairn
8	"	"	L Straus & Sons
5	"	"	H C Edmiston
20	"	"	Meakin & Ridgway
9	"	"	The Rowland & Marsellus Co
82	"	"	R Slimmon & Co
150	"	"	Bawo & Dotter
14	"	"	Geo Borgfeldt & Co
21	"	"	E Boote
84	"	"	Maddock & Miller
11	"	"	G F Bassett & Co
5	"	"	W H Plummer
60	"	"	Miscellaneous Orders
73	"	chinaware	W S Pitcairn
18	"	"	Miscellaneous Orders
10	"	toys	Geo Borgfeldt & Co
4	"	"	Strobel & Wilken Co

HAMBURG

84	packages	glassware	L Straus & Sons
87	"	"	Kmy-Scheerer Co
54	"	"	Fenesterer & Ruhe
53	"	"	Lazarus & Rosenfeld
20	"	"	Herman C Kupper
8	"	"	Bawo & Dotter
66	"	"	L D Bloch & Co
1	"	"	Geo Borgfeldt & Co
6	"	"	J Wygand & Co
15	"	"	N Wapler
30	"	"	Strobel & Wilken Co
408	"	"	Miscellaneous Orders
1	"	earthenware	Geo Borgfeldt & Co
14	"	"	Koscherak Bros
7	"	"	J Palme
11	"	"	F Bing & Co
26	"	"	Lazarus & Rosenfeld
20	"	"	L D Bloch & Co
35	"	"	Herman C Kupper
281	"	"	Miscellaneous Orders
110	"	chinaware	Strobel & Wilken Co
181	"	toys	Geo Borgfeldt & Co
120	"	"	Samstag & Hilder Bros
143	"	"	B Illfelder & Co
81	"	"	Strobel & Wilken Co
378	"	"	Miscellaneous Orders

HAVRE

259	packages	chinaware	Haviland & Co
22	"	"	H R Churchill
82	"	"	Herman C Kupper
4	"	"	Bawo & Dotter
31	"	"	Vogt & Dose
54	"	"	Miscellaneous Orders
37	"	glassware	E Utard
51	"	"	E Terlotting
7	"	"	Miscellaneous Orders

ANTWERP

244	packages	glassware	B Gunthel
26	"	"	Bawo & Dotter
7	"	"	C J Dierckx
23	"	"	Graham & Zenger
33	"	"	A Berger & Co
15	"	"	L Straus & Sons
8	"	"	L D Bloch & Co
20	"	"	O Goetz
28	"	"	G F Bassett & Co
10	"	"	Fensterer & Ruhe
5	"	"	Strobel & Wilken Co
1,589	"	"	Miscellaneous Orders
17	"	chinaware	Vogt & Dose
16	"	"	Strobel & Wilken Co
10	"	toys	C B R uss
71	"	"	Koscherak Bros
15	"	"	Miscellaneous Orders
186	"	"	Miscellaneous Orders

LIMOGES

242	packages	chinaware	Theodore Haviland & Co

LONDON

14	packages	toys	Geo Borgfeldt & Co
47	"	"	Strobel & Wilken Co

ROTTERDAM

93	packages	earthenware	Bawo & Dotter
21	"	"	L D Bloch & Co
46	"	"	Geo Borgfeldt & Co
24	"	"	Lazarus & Rosenfeld
8	"	"	Miscellaneous Orders
197	"	toys	B Illfelder & Co
5	"	"	F A O Schwartz
30	"	"	Miscellaneous Orders

SOUTHAMPTON

9	packages	chinaware	Bawo & Dotter
7	"	"	J H Venon
33	"	"	Miscellaneous Orders

Among the Potteries
East and West

East Liverpool and Vicinity.

There is reason for believing that before long a china decorating shop will be established in East Liverpool by two young men now employed as domestic pottery salesmen. Samples of ware are being procured, and the "decal" men have been asked for sample treatments. It is also said that orders for the new lines are already being solicited. This will be the first shop of the character here.

* *

It is reported that another art ware pottery is to be built in the Western district—this time a site in the Ohio Valley south of Wheeling being selected. New York and Wheeling men are said to be identified with this project, one of the former being a manufacturers' agent. Jardinieres, pedestals and specialties will be made by the new concern.

* *

E. J. Nickey, whose headquarters are at Milwaukee, and who represents the Edwin M. Knowles Co. in the Northwestern territory, has returned home after visiting the local offices for the purpose of going over new lines for 1910. W. F. Witherell, of Rochester, N. Y., reported at the home office last Saturday, remaining here several days.

* *

T. H. Garvin has gone on the road for the Zanesville Stoneware Co. and Peacock & Roup, Philadelphia.

* *

"We are enjoying an exceptionally fine trade, and orders for our "Shower" assortment are exceptionally strong," said T. A. McNicol, of the Potters' Co-Operative Co. "Being made up of open stock treatments we have something that appeals to the buyers as no other assortment does."

* *

The Shenango China Co., of New Castle, recently made a shipment of underglaze hotel ware to the Mare Island Navy Yard, at San Francisco, amounting in value to $15,000. Another large shipment was made to the League Island yard at Philadelphia.

* *

At a special session of the Western Standing Committee a price was settled upon for the making of a special dish submitted by the Trenle China Co. The committee has a large volume of business on its books, and several meetings will be required before final adjustments are announced.

* *

J. C. Deens, of the D. E McNicol Pottery Co., is arranging a number of new assortments which this firm will have ready for the 1912 trade. The demand for plaques for the fall trade with this concern is growing nicely.

Sebring, O.

Since E. H. Sebring assumed the management of the plant of the Oliver China Co. every effort has been made to get out better lines and more modern treatments. The company is going after a higher class of trade, and is cutting out the cheap lines.

* *

Operations are progressing nicely with the Saxon China Co. While orders are being received it will be a month or more, probably, before the company will be in a position to make shipments.

East Palestine, O.

The plant of the Ohio China Co., which was under the management of O. C. Walker until a few months ago, will be taken over Jan. 1 by W. S. George, of the W. S. George Pottery Co., the deal having been completed during the last few days. The consideration is not announced. Mr. Walker is now associated with the Sebring pottery interests, the Ohio China Co's plant being under the management of D. A Mackintosh.

Wheeling, W.Va.

An effort is being made by the Board of Trade to have the former plant of the La Belle Pottery Co. placed in operation. This property has been idle since operations were suspended by the Wheeling Potteries Co. A member of the board said this week: "It is a disgrace to the community to have this pottery idle, and it should be reopened at once." The business men of Wheeling have been raising a fund of $1,000,000 to secure new industries for that city.

THE BUTLER DOLL-STAND.

FOR the past fifteen years the Butler doll-stand, manufactured in Chicago, has found its way steadily to practically all wholesalers and retailers of dolls, and is now being used by many of the large department stores. The stand is made wholly of metal, and is nigh indestructible. It consists of but two pieces, which are adjustable to six sizes to admit a range of dolls from 3½ to 42 inches. The stand is attached either under or outside of the clothes, and in the former case may be entirely hidden by the dress. The old way of using pins and sticks to support the dolls in an upright position is too laborious, and results are unsatisfactory, while this doll-stand practically eliminates all risk of breakage and shows the dolls off to better advantage. Without impairing the efficiency of the stand it is manufactured in two grades of finish, the best being polished steel nickel-plated, and the other rough unfinished bronze. For those desiring a less expensive article the company makes first four sizes in tin, which are sufficiently stable.

WON'T TALK.

THE Treasury Department has taken no action on the report of the committee which it appointed to investigate importations of Limoges china. Protests have been made by Ambassador Jusserand and it is unlikely that any steps will be taken until the French government's representations have received consideration.

Edwin R. Wakefield, chairman of the commission, declined to reply to the accusations made against the commission by Limoges manufacturers who were received last week by M. de Selves, the French foreign minister.

William Burgess, representative of the United States Potters' Association, was asked by the CROCKERY AND GLASS JOURNAL regarding the charges made in the daily press that he had been in the confidence of the commission at Paris. He would only say that he did not consider that he had anything to do with the matter. He regarded the charges as an attack on the Government through the commissioners, who he said were fully able to defend themselves.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesmen in every locality of the United States and Canada to carry a glass specialty as a side line. Commission, twenty-five per cent. Write now for full information. Address Box 770, this office.

ORIENTAL GLASS CO.,

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby Mat and Gold, Crystal Mat and Gold.

COLORED CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works: PITTSBURGH PA., U. S. A.

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CROCKERY & GLASS JOURNAL

NEW YORK, NOV. 2, 1911.

TALKS ABOUT BUSINESS-BUILDING.

By A. F. SHELDON,
Formulator of the Science of Business-Building and Editor of "The Business Philosopher."

TALK No. 6.

THE second success injunction is, Know the other fellow. Thousands of dollars have been made by knowing how to handle the other fellow. Thousands of dollars have been lost by not knowing the other fellow and by putting him in the wrong place. Thousands of dollars have been expended by fond parents in their attempt to make doctors and lawyers of sons that nature never intended for such professions. Thousands of hours of honest effort have been wasted by those who have been advised to go into lines of business for which they have no ability. Thousands of lives have been ruined by persons of jarring temperaments marrying. Thousand of parents have quarreled with their children and turned them adrift—simply because they did not understand their children. Thousands of children have quarreled with their parents for the same reason.

Thousands of men on the road fail as salesmen simply because they don't understand the other fellow.

Thousands of merchants become bankrupt because they do not understand men and women. Instead of securing and retaining patrons, through their want of tact they lose those who come to them with their trade.

I put the question to you, Mr. Employer, how can you handle the men under you if you do not understand them?

I put the question to you, Mr. Salesman, how can you sell goods to persons you do not understand?

Since the greatest statesmen and the greatest professional men owe their success largely to their skill in handling men and women, can you afford to be without this knowledge?

Can directors of banks and railroads and corporations, in whose power it lies to select men for executive offices, afford to put the wrong man in the right place? Such a mistake may involve a railroad or corporation in bankruptcy because of the incompetence of the man selected. A man may be elected president of a bank who is by nature a defaulter.

There was an excuse for this before character analysis had become a "science." Now, however, this science has been formulated and developed to a high degree of accuracy by Dr. Katherine M. H Blackford, of Boston. The man who would be progressive must master it to keep up with the age.

There is a story told of a doctor being called to treat a shoemaker who was thought to be dying. The shoemaker craved salmon The doctor thought that the man was in such a desperate state that he might as well let the fellow have what he wanted, as at the worst the salmon would kill him only a few moments earlier. However, to the doctor's surprise, the salmon cured him. Later the doctor was called to cure a blacksmith suffering from the same complaint. As the salmon had been so efficacious in the case of the shoemaker, the doctor thought it would be equally so in the case of the blacksmith. The result, though, was different. The blacksmith died. So the doctor wrote down in his memorandum book, "Salmon cures dying shoemakers, but not dying blacksmiths." "What is sauce for the goose is sauce for the gander," is not true in the business world. You can't cure the blacksmith with the same medicine that cures the shoemaker. Different temperaments must be treated differently. Different methods of appeal must be made to them. The same things strike them differently.

If all men were alike salesmanship would not be an art. You know you must handle the quick-tempered man with gloves; the lethargic person you must urge to action. This much the novice knows. But mankind is not divided simply into the quick and the slow. There are many types and variations.

The art of analyzing character scientifically is not as simple as the alphabet. Before you can judge a person you must take into account his coloring, the shape of his features, his manner, the tone of his voice. In fact, quite a few little points that only the student of human nature can know must be remarked. You must be able to do it quickly, too.

The value of such study I am sure you must feel. If you are looking for commercial or professional success, master it. It will repay you largely.

UNITED STATES GLASS CO. TO MOVE.

THE United States Glass Co. have leased the fifth and sixth floors in the new modern building at 71-73 Murray street. One floor will be used for displaying tableware, lamps, etc , and the other for bar goods, hotel supplies, and fine goods such as blown stemware and cut glass. So important a concern having made the first move, others in the trade will be likely to follow, and the building may come to be known as the Glass Exchange in time.

A NOVEL EFFECT.

THE cut below shows a lot of plates and platters poised on Abels & Co.'s racks. The five platters are placed on wooden stilts to elevate them to the required height. The plates are on the regular racks. These come in lots of two dozen assorted at $5 per dozen. A toy turkey is placed in front, and the result is a bird with a china tail. For a Thanksgiving display nothing could be better.



OBITUARY.

FALLING headlong from a ladder, George B. Watkins, a well-known business man of Rochester, N. Y., and the active member of the firm of W. H. Glenny & Co. until its dissolution about a year ago, was killed instantly Oct. 25. He was removing awnings from his house on South Main street, Fairport, N. Y., preparatory to storing them for the winter, and had climbed to almost the top of the ladder. While reaching out for one of the awnings he either lost his balance or was affected with a slight dizziness, caused by a weak heart, and fell backward, striking on his head.

Mr. Watkins was fifty-nine years old, having been born August 12, 1852, in Utica. He was graduated from the the Utica High School at the age of sixteen, and shortly afterwardobtaineda position in a leading crockery house of that city. He attended so faithfully to his duties and became so efficient that in five years he was made manager of the store.

When still in his twenties Mr. Watkins was given the managership of the receiving, packing and shipping department of W. H. Glenny, Sons & Co. and went to Buffalo in that capacity. He was later transferred to the wholesale department. He went to Rochester in 1876 to look after the interests of the company, and on his advice the Glenny store on Main street east was established. From the beginning Mr. Watkins was its manager and continued in that capacity until the business was discontinued in that city. Mr. Watkins was admitted to a partnership in the firm in 1891. His retirement from active business was simultaneous with the closing of the Glenny store. For a time he continued to live in Rochester, but a few months ago moved to Fairport, where he was enjoying the quiet life of the country.

A "CON" GAME.

IN its issue of October 28th the "National Glass Budget," referring to our mention of the fact that Conrad L. Meyer had taken an order from one bottling concern for 10,080,000 beer bottles, says: "The statement will be looked upon as a "Con" game or fairy tale by the uninitiated until backed up by a fac-simile of the contract in the case."

Sure, it's a "Con" game—the sort that he dearly loves to play. The writer saw the contract—duly signed, sealed and delivered, as the lawyers have it—and the signature appended thereto was that of the Jacob Ruppert concern, the largest bottlers in New York City.

The good fairies were all in attendance when "Con" got the contract.

BUSINESS BRIEFS.

H. Finch & Co. have opened a five and ten cent store at Lancaster, S. C.

C. H. Kistler has opened his new glassware and china store at Covina, Cal.

The Woodbridge Pottery Co. has been incorporated at Trenton, N. J., to manufacture pottery. Capital $50,000. Incorporators: A. Kennedy, H. M. Hartman, N. N. Boch.

James Holdsworth Co., Pittsburgh, took out articles of incorporation last week to deal in china and merchandise of all descriptions. Incorporators: John B. Chapman, Joseph A. Jenkins, N. A. Adair. Capital stock, $150,000.

The New York Crockery and Glass District.

THE members of the crockery and glass fraternity who have wished for more up to-date showrooms can now find them, for the new building at 71-73 Murray street is declared ready for occupancy. There could not be a more complete and convenient structure from all standpoints. The location is good, the rooms light and replete with all modern conveniences, and the rent is most reasonable. There is some one on the premises at all times to show them to those interested.

It is the desire of Cox & Lafferty to so entrench themselves in the minds of glass buyers that when glass is mentioned theirs shall be the first name to come into the minds of purchasers, and they are gradually succeeding in this by their bright and crisp advertising. Many "seeds of kindness" have been sown since their last advertisement appeared stating that the factory was prepared for the sowing season.

Louis Wolf & Co. are displaying their new samples for import, spring delivery 1912, in all three of their big stores—Boston, New York and Chicago. The assortment comprises a very well selected line of china of all kinds, and it is particularly strong in five and ten cent goods. They also have ready for immediate delivery a varied line of china, dolls, toys, toy tea sets, etc., and dealers in want of goods at once will do well to call or correspond with them.

The delicate designs of needle etching on light blown ware made by Bryce Bros. and displayed by J. D. Dithridge are appreciated to the full by buyers of fine goods. It is a case where price is not so much a consideration as quality. This is the secret of why the factory is always running to its capacity.

William Guerin & Co. are showing many new and exceedingly well exceuted designs on Limoges china dinnerware. One that has found much favor is a conventional border worked out in two tones of green and red. The bright red dots that appear in the center of the green design give a cheerful touch that makes it appeal to the eye. Handles are matt gold, and the shapes are very good.

The "Virginia" vase made by the Ideal Cut Glass Co , of Syracuse, N. Y., is large and showy and cannot fail to sell at the low price asked for it.

The Guernsey Earthenware Co., Cambridge, O., is doing its best to keep pace with the constant influx of orders. Ledden & Bates, the New York representatives, are getting their full share of the business.

An opportunity is presented by Herman C. Kupper to the buyers of ornamental china whereby they may secure cheaply a line of samples of the most exquisitely-conceived decorative pieces from the factory of C. G. Schierholz & Sohn, Plaue, Thuringia. As Mr. Kupper is desirous of making room for his new samples, now on the way, he will make it worth while for somebody to take the lot.

So busy is the new lamp concern, the Stork-Bates-Sherwood Co., that even Friend Bates has his coat off and overalls on, helping in the factory. Orders are coming in by every mail, and the company has every reason to be satisfied with its initial efforts.

The fine line of tumblers, both plain and sand blast, being shown by Fred Skelton, 32 Park Place, of the Crystal Tumbler Co. is of exceptional quality.

That it pays to advertise was demonstrated the other day to the utmost satisfaction of E. L. Bates, although he was not the one to do the advertising. A. H. Ledden, with whom Mr. Bates is associated as joint agent for the Guernsey Earthenware Co., is the agent for the Buffalo Pottery, and in that capacity sent out a bunch of postal cards advertising the new baby plate. In the course of time a buyer came in with a card in his hand and purchased a few plates.

Then Mr. Bates promptly corralled the buyer and sold him a good bill of import dinnerware. Moral: Advertising always pays someone.

Artistic and graceful ceiling lights are being shown in great variety by the Pittsburgh Lamp, Brass and Glass Co. at their New York headquarters, and the trade have shown their appreciation by placing liberal orders. They are made in crystal, roughed inside, coral iced and iced cathedral effect, and have either three, four, or five lights.

The new samples just received by E. Torlotting from the factory of the St. Louis Crystal Glass Co. are superb. One exquisite design in rock crystal cutting has alternating oval and diamond-shaped panels running lengthwise around the piece, each having a border of laurel leaves, while the festooning is gracefully arranged with a pendant of bright circles. The whole effect is most attrative.

Bawo & Dotter are offering a fine line of turkey sets for immediate delivery. November 30 will soon be here, and dealers should bestir themselves. A turkey dinner is good at all times, but particularly so on Thanksgiving day if served on a proper service.

A new line of earthenware has just been received by George Hamilton from the pottery of William Ault, Swadlincote, near Burton-on-Trent, England. It consists of brown and green white-lined tea and coffee pots and jugs. The designs and shapes are good, and the prices are right. Among the samples are bulb bowls and boxes in various colors and excellent shapes. As table decorations they are very attractive when filled with hyacinths or tulips.

It is always pleasant to report the success of those who are just starting out in a new line, and we are therefore glad to note that A. C. Dorner is receiving his full share of orders for the Cook hotel ware and the specialties made by the D. E. McNicol Pottery Co.

It may not be generally known among our readers that the Plume & Atwood Mfg. Co. are extensive manufacturers of pins, and it is not an uncommon thing for this firm to receive an order for a carload. Let us see what one carload means. Taking Class A pin, which is the standard of good quality, 360 pins are put on a paper, twelve papers go to a pack, and it takes 108 packs to fill a case, so that in one case of pins there are not less than 466,560 The average carload comprises 200 cases, so that in one carload there are 93,312,000 pins. "Where do all the pins go?" is the commonest of queries. A first-class dressmaker never uses one pin twice, and in the large dressmaking establishments and the dressmaking departments of large stores the sweepings each day are heavy with the waste product. It has always been the wonder of W. W. Magee, the New York manager, what becomes of this waste. Ever since they have been in the business they have been buying waste metal for melting, but up to the present time they have not received one pin.

PROMINENT MEN IN THE TRADE.

HERMAN C. KUPPER.

FOR over five months Herman C. Kupper has been in Europe arranging for new goods from the factories that he represents in this country, and on his return recently said he would have the finest line he has yet shown.

Mr. Kupper was born in Zurich, Switzerland,



HERMAN C. KUPPER.

in 1881 and started on his business career in 1897 in the factory of Charles Ahrenfeldt, Limoges, France. Here he acquired a complete knowledge of the china business, having gone through every department in the manufacture of the ware. He made many journeys to England and Scotland in the interest of his firm, not as salesman, but in order that he might get deas for shapes and designs, so that his factory could compete with the trade. He also visited Germany, Italy and France with the same object in view, and, in his capacity as assistant manager of the factory, to study the conditions of the different markets so that his firm could meet all requirements.

Mr. Kupper came to the United States in 1904, and thereafter up to the time that he bought the New York business spent regularly four or five months in this country each year studying the tastes of the American buyer.

In the short time that Mr. Kupper has been at the helm in New York he has considerably increased the volume of the business of the house. He has traveled from coast to coast, from north to south, and as far as British Columbia, Canada, all the time storing up valuable data, and his pleasing personality and gentlemanly treatment of all with whom he comes in contact have made him very popular, not only among his customers, but with all his fellow members of the craft.

Mr. Kupper imports the product of two factories —Charles Ahrenfeldt, Limoges, and C. J. Schierholtz & Sohn, Plaue, Thuringia. The former makes principally dinnerware, although the output is by no means limited to this class of goods. Fancy articles, vases and ornamental ware are turned out in large quantities.

In order that some idea of the extent of the Ahrenfeldt plant may be realized we mention the fact that upwards of five thousand different patterns and designs of dinnerware are being shown in the New York showrooms, ranging in price from the cheapest up to sets that sell at $8,000 and $10,000. The factory is one of the most up-to-date in the world having all modern improvements and machinery. Many hundreds of workmen and women are employed.

The other factory that depends on Mr. Kupper for its American trade is one of the oldest in Germany, being established in 1817. The class of ware that comes from it is mainly ornamental and artistic. Fancy open-work baskets, comports, vases, pieces with exquisitely worked flowers, all hand painted, are to be seen in great profusion in the showrooms. Artists of reputation are engaged to accomplish the results seen upon this highly ornamental Dresden ware, and originality and care in carrying out the designs are the two points upon which the factory heads pride themselves.

These two lines keep Mr. Kupper very busy; yet he finds time to add to his many accomplishments. He is a good performer on the violin and an excellent linguist, speaking three languages fluently. Not content with these, he is studying others in order to be thoroughly equipped to converse with all foreigners he is liable to meet in business.

F. SCHULTZE & CO. IN TROUBLE.

WORD was received in New York last week that F. Schultze & Co., Cincinnati, were in the hands of a receiver. This was immediately contradicted, the court having refused, it was said, to appoint a receiver. Later a circular letter was issued stating that an assignment had been made to Clifford Shinkle. The circular said that it was the desire of the firm to pay everything in full, as they believe they have assets sufficient to do so, but that owing to some pressing claims they had been obliged to make an assignment to protect all. The fire which occurred next door to them did not do the damage telegraphed by the Associated Press. The loss was principally by water, and did not exceed $5,000.

DOING BUSINESS IN NEW YORK.

THE Appellate Division of the Supreme Court handed down this week a decision of great interest to foreign corporations doing business in New York State.

The case was that of L. C. Page & Co , of Boston, against Robert E Sherwood. The suit was first tried in the Municipal Court, and resulted in favor of the defendant. The justice of the lower court wrote: "This case is decided solely upon the theory and ground that plaintiff was doing business within this State without having complied with section 15 of the general corporation law." The plaintiff appealed to the Appellate Term of the Supreme Court, which reversed the verdict and ordered a new trial. Upon this trial the plaintiff recovered a judgment for $574, which this time the defendant appealed to the Appellate Term, which again reversed the verdict. This time the plaintiff appealed to the Appellate Division. The justices of the latter tribunal said in their decision, reversing the Appellate Term and reinstating the judgment against the defendant:

"The plaintiff is a Massachusetts corporation. Its office and principal place of business is at Boston. At the time of the transactions in question, and for many years prior thereto, it had had no office or place of business in the city or State of New York; but from time to time its president, who was the head of its selling department, and another of its salesmen would visit the city of New York, put up at one of the hotels, show samples of its goods and would take orders from buyers, which orders were sent by mail to the defendant at Boston, where the treasurer of the company passed thereon, and especially in cases where credits were sent in by the travelers. All of the customers who testified to these transactions also said that they also on occasions ordered directly by mail from the Boston office, as well as made their purchases in person at Boston. The books were shipped from Boston upon these orders, except that in a few instances where certain of the samples had been purchased, and occasionally, and in a very small percentage of other and previous transactions, where plaintiff had procured certain of the goods to be bound in binderies in the city of New York, there had been deliveries from said binderies to the purchasers. Defendant had never had a bank account in the State of New York.

"We are satisfied that the case presented is that of orders obtained by traveling salesmen upon exhibition of samples, and that the transactions enumerated did not constitute doing business within the State of New York within the meaning of sections 15 and 16 of the general corporation law."

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 2, 1911.

THE summary of imports issued by the Government for the month of August shows that the total for eight months ending August, 1911, fell off $139,178 from the previous year, but gained $229,891 over 1909. Great Britain sent us $238,911 less ware for the same period than it did in 1910, and $210,577 less than in 1909. France for the same period was $72,299 less than in 1910, and $125,400 less than in 1909. Austria forwarded $35,519 less in 1911 than in 1910, and $55,175 less than in 1909; but Germany sent us $200,498 more in 1911 than in 1910, and $479,892 more than in 1909. Japan sent $4,350 less than in 1910, and $94,693 more than in 1909.

WHAT NEXT?

THE representative of a well-known pressed glass manufacturing concern received a bill from the glass department of a large store this week, as follows: "To advertising in 'Evening ——', $10." This puzzled the agent, so he posted his assistant off to the store to make inquiries. When the emissary asked the bookkeeper what it meant, stating that his employer knew nothing about it and had never given any written or verbal order for advertising in any paper, he was informed that manufacturers in other lines agreed to it, and that it was customary to charge firms for advertising their product in the daily press. The agent refused to see it their way.

This is a new one to us, and we should like to know whether any other of the representatives have been "touched" in a similar manner.

The next thing will possibly be a proposition to have salesmen furnished without charge; or the idea may be extended to use the stores as emporia where any agent may take up his stand, display his wares, and pay the concern ten or fifteen per cent. on the sales.

PERSONAL.

BUSY as he is making pots, "Lew" Bown, of the Buffalo Pottery, finds time to raise chickens at his home, "Fernback," in East Aurora, N. Y. He makes a specialty of white Orpinghams, single-comb Rhode Island reds, and black Orpinghams. He holds many first prizes from poultry shows, and will exhibit at the next show to be held in this city. There are a number of crockery men pursuing this hobby, and with a fine fraternal feeling Mr. Bown says that if they desire any of his eggs they may have them when the proper season arrives.

George W. Kinney, of the Kinney & Levan Co., Cleveland, and ex-president of the Cleveland Chamof Commerce, was the guest early this week of the Pittsburgh Chamber of Commerce during the Ohio River celebration in that city. President Taft and national and State officials were also guests of the Chamber.

To carry an ornamental glass lamp of large size in a passenger coach from Vermont to Michigan without breaking it, and then to describe it so eloquently as to convince the purchaser that it was the only one in the country, was the task successfully accomplished by W. H. Sheldon, of Middlesbury, Vt., who was in the District the latter end of last week.

A. H. Ledden left for Buffalo on Wednesday to consult with the Buffalo Pottery regarding new samples for next year's trade. He will remain there for the balance of the week.

Henry Endemann arrived in Europe on Saturday last to visit the factory of S Reich & Co., and arrange for new lines of glassware.

George Pallier, New York representative of A. Lanternier, Limoges, sails for Europe November 2 on the "Savoie."

K. L. Wedgwood has returned from a successful trip through the Middle West.

Harry W. Smith, manager of the East Liverpool branch of the Roessler & Hasslacher Chemical Co., this city, went into the basement of his home a few

days ago to "fix the heater." The place was full of gas from an unlighted burner, and when the door of the furnace was opened there was an explosion, with the result that Mr. Smith was badly burned on the face and hand.

⚜

Frank E. Freese, secretary-tresurer of the Ripley Glass Co , has been selected as one of the fifteen persons who will hereafter constitute the Board of Education of Greater Pittsburgh. The local newspapers speak of Mr. Freese in this wise: "He stands high in the community as a public-spirited business man of the progressive type."

⚜

George E. Wheelock, of Peoria, Ill., was one of our office callers this week. While in the city he is staying at the Belmont with his son, Harry E. Wheelock of South Bend, Ind. Mr. Wheelock says that business is steadily improving.

⚜

Misfortunes seldom come singly. While J. H. Harris, buyer for the Greenhut-Siegel-Cooper Co., was lying ill in the hospital his wife's father died suddenly of heart failure on Wednesday, October 25. Mr. Harris has progressed favorably since his operation, and was expected to leave the hospital yesterday, November 1.

⚜

Carl Bawo, of Bawo & Dotter, reached home from Europe on the "St. Louis" Sunday morning. He is looking remarkably well, and says things are progressing finely at the factories in Europe.

⚜

C. E. Barr, with Robert Slimmon & Co., returned this week from a two weeks' vacation spent with his parents in Wheeling. He was struck with the air of animation and the progress being made in that city. There was a "go" to things that has not been seen for a long time.

⚜

Lee Kohns, of L. Straus & Sons, is confined to his home with typhoid fever. He is doing as well as can be expected, and at this writing there is every reason to believe that he will pass the crisis of the disease successfully.

⚜

M. K. Lindner, New York representative of the Dohrmann Commercial Co., San Francisco, left on Wednesday night for the Pacific Coast, stopping at Pittsburgh, East Liverpool and Chicago.

⚜

F. B. L. Jones, formerly with Higgins & Seiter, is now employed by the O'Beirne Bros., Forty-second street, as salesman.

⚜

E. Torlotting started on Thursday of this week for his usual trip through the Middle West. He is somewhat late owing to the tardy arrival of his samples, but he says they are all so good that buyers will order under any circumstances.

⚜

One of the oldest men in the business was a visitor to the city this week—W. J. Patterson, who has been over forty-five years affiliated with the trade. He is connected with the Star Glass Co , Star City, W. Va.

⚜

A. L. Parker, general manager of the Monroe Glass Co., is in the city this week in consultation with D. F. Dodds, the New York representative. Mr. Dodds has only recently taken hold of the business and there were many matters to be talked over.

⚜

"Jack" Hines, who has been in Europe for several weeks, is due to arrive home on Saturday.

⚜

A. B. C. Dohrmann, of the Dohrmann Commercial Co., who has been visiting in the East for a month, will leave for home on Saturday, stopping two or three days in Chicago.

⚜

The severing of old associations is generally fraught with regret, and such it proved for Chas. P. Schuller, whose duty it was this week to pay a visit to the headquarters of the C. F. Monroe Co., Meriden, Conn. Mr. Schuller has been with this concern for eighteen years, and in bidding him farewell on Monday the expression of good wishes for his future success was universal.

⚜

James Moss, with the Tritt China Co., Niles, O., was browsing around the District on Wednesday.

⚜

G. L. Warwick, of the O. H. Warwick Co., St. John, N. B., stopped in town this week on his return from England, where he has been visiting the potteries. He said that business was very good on the other side.

⚜

Thos. F. Martin is no longer buyer of china and glassware for the Fourteenth Street Store, this city, his former assistant, M. F. Kopf, having succeeded him.

⚜

J. Y. Clark, a former member of the firms of Clark Bros,, Swann & Clark, and the American Lamp and Brass Co., Trenton, and well known in the District, lies dangerously ill in a New York Hospital.

AN ENJOYABLE AFFAIR.

THE buyers and executive heads of Strawbridge & Clothier, Philadelphia, sat down to dinner together at the Bellevue-Stratford Hotel in that city on Thursday, Oct. 26. Herbert J. Tily was the toast-

master and acquitted himself excellently in his introductions of the various speakers, none of whom was more felicitous then Frank P. Walsh, buyer for the china, glass and housefurnishing departments. A fine musical programme added to the pleasure of the occasion.

SALESMEN'S ASSOCIATION NOTES.

WHEN the idea of the Salesmen's Association was originally broached W. W Magee was among the first to consent to become a member. He holds membership card No. 9, and has been an enthusiastic adherent all along. He is on the present board of management, having held the office during four or five administrations.

Mr. Magee says the Association was started purely as a philanthrophic movement. Not one of the charter members had in mind the benefits that would



W. W. MAGEE.

accrue to his own family. The idea at its inception was to obviate the "charitable" passing of the hat when an unfortunate member of the fraternity passed away. The payment of $300 to the family promptly upon receiving proof of death has in a number of instances proved a great boon. To secure this promptitude it is often necessary to issue hurried calls for meetings, without notice, in order that the beneficiary may receive the amount when it is most needed.

Mr. Magee would be glad to see some of the younger blood in office—men who would give their time when occasion demanded, who could be depended upon to be within reach for meetings, and who realized their responsibilities and obligations as officeholders.

With regard to the annual dinner question, the present style, as held at the Hotel Astor, is entirely along Mr. Magee's line of thought. He considers that it gives dignity to the Association, and is most emphatically in favor of such gatherings being held with decorum. The impression made upon new members attending the first public function of the association is lasting, and he believes that the surroundings of the affair should convey the true idea—that it is made up of men properly representative of the trade. Any step toward holding one of the old-time dinners Mr. Magee thinks would be a retrograde one. He says he is not so old that he does not remember the difference between the two kinds, and he is decidedly opposed to Ann street as against Times Square. He does not regard the annual dinner as an absolute necessity, and rather than go back to the old style would cut it out altogether. As for a beefsteak dinner, that he would positively refuse to attend.

Neither is Mr. Magee in favor of the annual meeting being held at night. So much time is given during the day to meetings during the year that he does not feel, personally, called upon to give up an evening to it. Being entirely a business matter, he thinks it should be held during business hours. He claims that the members should at least do as much one day in the year as those composing the board of management are doing many times during the period, and that the rank and file should show that they appreciate the efforts on their behalf made by the officers by attending at least once a year. If they had tickets for a baseball game he doubts not but that successful efforts would be made to see it.

In expressing these opinions Mr. Magee wishes it distinctly understood that he is speaking as an individual member—not as an officer—and that he is not voicing other than his own ideas.

There will be a meeting of the board of management of the Salesmen's Association on Friday of this week.

NEW YORK, Oct. 30, 1911

Editor CROCKERY AND GLASS JOURNAL.

DEAR SIR: It is with pleasure that I read the news of the Pottery, Glass and Brass Salesmen's Association doings in your journal each week, and as a member of the Association appreciate the same.

It has occurred to me regarding the next annual banquet that it would be an excellent idea if it could be arranged to bring our wives and sweethearts with us. Many men do not care to go out without their wives, and, anyhow, men have more opportunities to go out and enjoy themselves alone. So why not make this an open banquet, and show the gentler sex what a fine body of men we are?

This would be a good matter for the Board to take up during their next meeting.

Thanking you for your courtesy, I am,

Very truly,

E. R. THIELER.

NEW YORK, Oct. 31.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: I note with interest the notes about the doings of the Pottery, Glass and Brass Salesmen's Association in your estimable paper of late. As a member of the association I would like to see this kept up, and hope that you will do so.

Yours very truly,

WM. DEALING.

TO cool a hot dish hurriedly, place it in a basin of salt water. The process will take far less time than if put in a dish of water without the salt.

THE CONDITION OF BUSINESS.

New York

The betterment of business which began last week continues, and, what is of equal importance, the trade seems to have awakened to a realization of the fact that this country isn't dead yet. The feeling that it was no use to try to sell goods because nobody was buying has given place to an earnest eudeavor to increase business, with gratifying results. The men who have been half hearted are doing good work now, and are proving that with push and perseverance orders can be obtained.

Preparations for next year are being carried on with more vigor than for a long time, and some of the biggest men in the trade express their conviction that in spite of political agitation there will be a comfortable business. What is being done now is not great, but it is better than last year; and judging from the orders placed for spring delivery by the import houses and the inquiries for goods among the domestic manufacturers there is no question but that next spring will prove a good buying season.

The visitors to the New York warerooms during the past ten days have been much more numerous than at any time this season. These callers are largely from the nearby towns as well as the metropolitan district—men who are frequent visitors all through the year, but do not figure among our "In Towns" because they come in in the morning and go out at night. The great naval display on the Hudson River may have had something to do with the visits of these nearby callers.

All kinds of goods have been in request. Demands from stock houses have been exceedingly brisk, in spite of the fact that imports are arriving in large quantities daily. And in many instances the purchaser requests that his wares be shipped immediately—often by fast express.

The men on the road are having the same varying experiences that they have had all the fall. In some cases they have found business exceedingly good and at other times met with little success, only to be followed by men who did business where they failed and did not do well in the territories where the other men obtained orders. The man on the spot at the proper time was the one who took the business. This hand-to-mouth way of buying has its good features. It is a safeguard against overbuying. At the same time dealers may never know what they have lost by not having good assorted stocks.

Retail trade in New York city has improved very materially, and in the country little or no complaint is made.

In every way conditions are better than they have been for months.

East Liverpool and vicinity.

A slight improvement in orders was reported by the pottery manufacturers during the past week, and it generally believed that the turning of the ways has been reached, so far as fall trade is concerned. Orders for matchings are of a more liberal character, although more business along these lines could be handled.

Pittsburgh and Vicinity.

There has been a decided change for the better in the glass business during the past ten days, the spasmodic condition which prevailed for the previous fortnight having entirely passed away. Orders are more liberal for all lines, while the demand for blown ware is said to be the best of the year.

ON THE PACIFIC COAST.

CONSOLIDATION of two of the large jewelry and cut glass houses of Los Angeles has just been effected. The Whitney Jewelry Co. and Brock & Feagan have consolidated under the name of Brock & Co. and are conducting the business in the Brock & Co. building, 437 Broadway. The officers of the new company are: G. A. Brock, president; Jacob Jepsen, first vice-president; Clem S. Glass, second vice-president; C. T. Dunsmoor, secretary.

* *

Extensive changes in the interior arrangement of the store of the Nathan-Dohrman Co., San Francisco, have recently been completed. The art department has been moved from the mezzanine to the main floor, and the lamp and kitchen-ware departments now occupy the mezzanine.

* *

The annex to the store of Shreve & Co on Post street has been completed and is now well filled with artistic displays of silver ware, cut glass and fine china.

* *

R. E. Keeler will shortly open offices in San Francisco, and handle the goods of the American Art Glass Co.

* *

The crockery department in the basement of the Emporium is being gradually enlarged as the demand increases. This basement has proved an excellent investment, and the crockery and glassware departments are doing a very heavy business.

* *

Henry Shirley, with Maddock & Miller, New York, is expected in San Francisco this week; also

William Pitcairn, with samples of the Royal Doulton Pottery Co.

* *

George Boomer, local representative of the Plume & Atwood Mfg. Co., is now in the Northwest.

* *

The reported construction of a $60,000 pottery and china plant at the station of Domingues, near Los Angeles, by the China Mfg. Co. of Los Angeles, is of interest to the Coast trade. The company is incorporated with a capital stock of $300,000. Preliminary plans are said to have been drawn for a very extensive plant.

* *

The Broadway Department Store, Los Angeles, is making special drives on Johnson Bros'. Pope-Gosser's and the William Guerin & Co. goods.

* *

The Newman & Wallace Jewelry Co. has opened in the wholesale jewelry and cut glass business at 101 Post street, San Francisco. Both of the leading men in the company have been connected with the San Francisco trade for some years.

* *

J N. Webb has opened a new department store on East Weber avenue, near San Joaquin street, Stockton, under the name of the "Variety." In the household department will be carried a complete stock of crockery, glassware and housefurnishings.

THE WANAMAKER JUBILEE.

THE "business family" of John Wanamaker gathered in the auditorium of the new Chestnut street store at Philadelphia last Saturday night for a jubilee in honor of the fiftieth-anniversary in the history of the Wanamaker stores, and presented the founder with a deed for the ground on which his humble birthplace once stood. As they could not all sign the deed, they did the next best thing, and presented him with a book containing the names of every employee in the Wanamaker stores at home and abroad—13,000 all told.

In reply Mr. Wanamaker said he would place the land in the hands of three trustees and would establish on it a hospital to be known as the Robert C. Ogden Hospital for Chidren. He also announced that he had given a farm of 225 acres, with a big house, to be known as the Howard S. Janes Home. This institution, named after a faithful employe, is to be a home for incapacitated employes who are without friends to support them or means to help themselves. Three trustees, selected from employes, are to have charge of the home.

A stand had been erected in the new building and here the principal exercises were held. An inspiring feature was the parade of employes, each department giving a distinct note to the spectacle. The procession was an hour passing the reviewing stand.

The service and delivery clerks listened to an address by Mr. Wanamaker in the carpet department, the cadets met him in the tea room, and the desk employees heard him in the Egyptian room. To them he compared the science of work with the science of baseball and exhorted them to study their work in the same scientific manner.

"Play the game cleanly and squarely," he said, "and you will find the rewards in the world-wide business game will be infinitely greater to you than the rewards of baseball players. Philadelphia more than upheld her supremacy in baseball, and I am looking for the store here to uphold her oldtime supremacy in her contest with the New York store for the world's championship in the game of retail commerce."

Mr. Appel presented a real snow-white sheep to Mr. Wanamaker as a new store "mascot," standing for the "original, genuine, undyed and unadulterated, guaranteed, all wool and a yard wide" way of doing business in the Wanamaker stores.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Oct. 14 '11	Corresponding period 1910	Exports Jan. 1 to Oct. 14,'11	Corresponding period 1910
Boston	66	116	6328	6041
New York	153	84	6168	6962
Baltimore	263	75	9228	11476
Philadelphia	72	13	3572	4730
New Orleans	11	196	800	1989
Newport News	7	....	50	204
San Francisco	3	...	458	93
Portland (Me.)	....	....	545	1029
Galveston	93	85	893	1386
Portland (Or.)	1	5	72	15
Inland Points	2	36	1020	1466
Total	671	610	29134	35391

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Oct. 14,'11	Corresponding period 1910	Exports Jan 1 to Oct. 14,'11	Corresponding period 1910
New York	153	82	8258	7445
Boston	66	116	6297	5789
Philadelphia	72	13	3550	4479
Baltimore	263	75	9223	11539
San Francisco	15	....	567	244
New Orleans	11	100	783	2164
Portland (Me.)	....	....	389	1943
Galveston	93	80	893	1468
Newport News	7	....	50	971
Portland (Or.)	20	....	31	55
Inland Points	2	36	262	978
Total	702	502	30303	37075

Among the Potteries
East and West

East Liverpool and Vicinity.

A story is being told here of a buyer who became acquainted with a decorator supposed to be well versed in the details of the pottery business, and after paying him a lot of attention wormed out of him decorating shop secrets and other valuable data. In course of time the buyer came to to this market and tried to beat down prices. Meeting with resistance, he pulled out a memorandum book and told the manufacturer the cost of production. What will be the next move of buyers to get goods at a low figure?

* *

Official announcement has been made of the intention of Pittsburgh capitalists to erect a pottery plant at Paden City, W. Va., and it is expected that this plant will be placed in operation on or about January next. The organization of the company under West Virginia laws will be taken up at a meeting to be held in Pittsburgh soon. Art pottery will be made by the new company. Contracts for machinery and kilns will be placed in East Liverpool during the next fortnight.

* *

Robert E. Spencer, the well-known pottery photographer of this city, has been appointed representative of the decal lines of Thomas Hulme, Hanley, Eng., which business has been looked after here by Percy Speakman. The appointment was made by Bertram Rhead, who has been in the United States for several weeks representing the Hulme interests. Mr. Speakman has not made known his future intentions.

* *

Some local pottery manufacturers have sent letters to their trade advising them not to forward any business for either rush or immediate shipment, but to place it with other concerns, for their own plants are crowded with orders up to Dec. 1.

* *

Samuel C. Cook, who has traveled for the Edwin M. Knowles China Co. for several years, has resigned to become identified with the First National Bank at St. Joseph, Mo. Mr. Cook is a most courteous gentleman, and his many friends in the trade will hear with regret his decision to quit the road, and will wish him every success in his new position. E. J. Nickey, of Milwaukee, Wis., who has the Edwin M. Knowles line in the Northwest, will take up that part of Mr. Cook's territory west of Pittsburgh, while W. F. Witherell will call on the trade formerly visited by Mr. Cook in the East.

* *

Certain large buyers have been advising local manufacturers not to bring out too many new treatments for the early 1912 trade. They say they cannot see the use in laying in new open stocks as long as their present lines are moving nicely, as it only causes their firms additional expense without creating any additional revenue.

* *

T A. McNicol, sales manager of the Potters' Co-Operative Co., has returned from a business trip to Chicago and other Western points. "Business is showing an improvement in the Western territory," said he, "and from now on throughout the remainder of the year we feel sure that our plant will be operated to capacity."

* *

J. W. Morehouse, buyer of china and glass for the May Co., Cleveland, was in the district during the past few days looking over contemplated new lines and ordering some goods for immediate delivery.

* *

Joseph Davis is making a Western trip in the interest of the Smith-Phillips China Co, and opened this week in St. Louis, going there from Chicago. This firm is working on immediate shipments, the orders being so urgent that considerable business has been ordered by express.

* *

Secretary-treasurer Charles C. Ashbaugh of the United States Potters' Association has commenced to receive reservations for the special Pullman which will leave this city on the night of Dec, 4 for the annual meeting to be held in Washington the following day.

* *

The demand for the new Puritan shape of the West End Pottery Co has been greater than General Manager Charles Ashbaugh anticipated. The repeat orders have been exceedingly strong. This is a plain shape and is being shown in nearly fifty different

treatments. Their gold and white treatment has proved an attractive department store feature.

* *

Trade conditions with the Knowles, Taylor & Knowles Co. are of the best, and every department is working full time. Dinnerware is a feature, and with their "Ramona" and "Lotus" lines the general trade is given both shapes and treatments that are bound to please. The decorating department of this plant is working full time.

* *

The American Mfg. Co., of Philadelphia, which is represented by P. K. and F. B. Clark, has received new samples of ware from the Zanesville Pottery Co. The same company carries the lines of the Ohio China Co., of East Palestine, and the American Gold Co., of New Martinsville, W. Va.

Crooksville, O. The capacity of the Clark Pottery Co. plant here is to be increased, and additional stoneware specialties will be added to the already extensixe line. An addition is being built which will occupy a site 50 by 110 feet.

Zanesville, O. President N. S. Buhne, of the Betterware Pottery Co., has announced that the plant this company recently purchased here is about ready to start operations. The company is composed of colored people and has a capital stock of $40,000. The concern took over the former H. A. Weller plant, and the management will be under the direction of George S. Morley.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 31, 1911.

ANTWERP

235	packages	glassware	B Gunthel
15	"	"	L Straus & Sons
8	"	"	C J Dierckx
23	"	"	Graham & Zenger
1,094	"	"	Miscellaneous Orders
5	"	earthenware	O Goetz
26	"	"	G F Bassett & Co
49	"	"	Bawo & Dotter
46	"	"	L D Bloch & Co
89	"	"	L Straus & Sons
13	"	"	Miscellaneous Orders
2	"	toys	B Illfelder & Co
29	"	"	Miscellaneous Orders

LIVERPOOL

11	packages	earthenware	Geo Borgfeldt & Co
7	"	"	Bawo & Dotter
6	"	"	Fondeville & Van Iderstine
21	"	"	Meakin & Ridgway
87	"	"	W S Pitcairn
18	"	"	Maddock & Miller
18	"	"	G F Bassett & Co
8	"	"	W H Plummer
8	"	"	Miscellaneous Orders

LIMOGES

97	packages	chinaware	Theodore Haviland & Co

HAMBURG

57	packages	glassware	L Straus & Sons
20	"	"	Kmy-Scheerer Co
19	"	"	Bawo & Dotter
1	"	"	W R Noe & Sons
2	"	"	Knauth, Nachod & Kuhne
1	"	"	Geo Borgfeldt & Co
276	"	"	Miscellaneous Orders
7	"	earthenware	Bawo & Dotter
80	"	"	L D Bloch & Co
87	"	"	Fenesterer & Ruhe
10	"	"	Karl Hutter
6	"	"	Lazarus & Rosenfeld
19	"	"	Herman C Kupper
16	"	"	E R Thieler
13	"	"	Koscherak Bros
123	"	"	Miscellaneous Orders
98	"	toys	Geo Borgfeldt & Co
175	"	"	Samstag & Hilder Bros
145	"	"	B Illfelder & Co
27	"	"	Knauth, Nachod & Kuhne
13	"	"	Koscherak Bros
13	"	"	C B Rouss
11	"	"	Miscellaneous Orders

BREMEN

10	packages	glassware	L Straus & Sons
158	"	"	Eimer & Amend
11	"	"	Samstag & Hilder Bros
3	"	"	Knauth, Nachod & Kuhne
26	"	"	J H Venon
503	"	"	Miscellaneous Orders
23	"	earthenware	Geo Borgfeldt & Co
56	"	"	L D Bloch & Co
36	"	"	G F Bassett & Co
35	"	"	O Goetz
35	"	"	Knauth, Nachod & Kuhne
25	"	"	L Straus & Sons
312	"	"	Miscellaneous Orders
724	"	toys	Geo Borgfeldt & Co
4	"	"	F A O Schwartz
10	"	"	A Steinhardt & Bro
114	"	"	F W Woolworth
30	"	"	Bawo & Dotter
1	"	"	G W Travers
25	"	"	C B R uss
2	"	"	Samstag & Hilder Bros
766	"	"	Miscellaneous Orders

COPENHAGEN

5	packages	earthenware	Bawo & Dotter
166	"	toys	Geo Borgfeldt & Co

SOUTHAMPTON

10	packages	chinaware	Bawo & Dotter
2	"	"	L D Bloch & Co
23	"	"	Miscellaneous Orders

ROTTERDAM

56	packages	earthenware	Bawo & Dotter
6	"	"	Lazarus & Rosenfeld
6	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

65	packages	earthenware	Jones, McDuffee & Stratton Co
54	"	"	Mitchell Woodbury & Co
4	"	"	E Boote
1	"	"	R F Downing & Co
1	"	"	Stone & Downer Co
16	"	"	Miscellaneous Orders

LONDON

1	package	earthenware	W S Pitcairn

ROTTERDAM

4	packages	earthenware	Bawo & Dotter
8	"	"	Lazarus & Rosenfeld

CHINA AND JAPAN

182	packages	earthenware	Miscellaneous Orders

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The United States Glass Co. has started to work on its new lines for 1912. While the company is not making an announcement at this time as to shapes or treatments, it is said that no stone will be left unturned to give the trade the most popular lines ever shown.

The new lines of the Phoenix Glass Co. to be shown at the Ft. Pitt Hotel in January will have a higher character of treatment than any heretofore created. The bulk of the new designs has already been selected. This concern is doing an excellent business, expecially on its new lighting glassware.

In the specialty lines, retail dealers report that three- and five-piece bedroom sets have had a good sale of late. These sets consists of a tray, a tumbler or tumblers, and a pint or quart jug.

A stock worth upwards of $10,000 in astral tungsten lamps will be carried at the local headquarters of Bawo & Dotter, and this city will hereafter be made a local distributing point for these goods. This is an imported lamp, said to be very durable, and opens a new avenue of trade for this concern in the Western Pennsylvania territory.

Secretary John Kunzler of the Glass Association has returned to his office after a brief business trip to several factories.

Glass manufacturers who make lines of office specialties are receiviug numerous inquiries from jobbers concerning new items and specialties which will be available for the early holiday trade. Around the Christmas season there is always a demand for this character of glassware.

The Rochester Cut Glass Co. is issuing a handsome catalogue, of very convenient size, illustrating and describing all the lines made by this concern. This company has just refitted its sample rooms, and many new patterns in cut glass are being displayed.

Quite a large line of new specialties will be shown by the McKee Glass Co. later on in the year, and the task of perfecting them is progressing. The company will also have several new table lines, the patterns being quite different from those shown a year ago.

Over 25,000 small glass cups were given away as souvenirs by the Higbee Glass Co., manufacturers of the Higbee sanitary bottle, at the East End Exposition.

Through the efforts of the Pittsburgh Industrial Development Commission a Brooklyn, N. Y., mannfacturer of lamp brackets, brass, bronze and copper chandeliers and other lighting fixtures has announced his intention to locate in Pittsburgh before the end of the year.

The capacity of the glass decorating shop of the W. H. Deidrick Glass Co., Rochester, Pa., will be doubled in the near future, it is reported. Additional machinery has been purchased, and ere long stemware will be decorated as well as the tumbler and jug lines. This concern has been in business in Rochester for six months, and has been eminently successful.

Handled measuring cups with and without lips are now being made by the Ripley Glass Co. Busil ness with the company is good, and salesmen are forwarding some very large orders for the display jars.

Light cut ware is having a large sale with the United States Glass Co. this season. The sale of lamps also far exceeds the business of former years, this being due, it is said, to the new collar which all the United States lamps now possess.

A new line of deep plate etched stem ware is being shown by the Beaver Valley Glass Co., which is represented in Pittsburgh by W. E. Owen. A feature is being made of monogram work on the line. The plant is working to capacity, and orders for future shipment are said to be good.

"We are selling a very good volume of open stock dinner ware and cut glass," said T. A Neely, at

Boggs & Buhl's. "Lamps, portables and domes have also started to move nicely, and we have a great many inquiries for future deliveries on these items."

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of August, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain	$284,929	$202,581
Austria	80,165	80,952
France	205,589	189,904
Germany	575,547	521,498
Japan	138,853	164,017
Other Countries	35,184	34,764
Other Europe		
Total	$1,820,267	$1,143,716

FOR EIGHT MONTHS ENDING AUGUST.

	1909	1910	1911
Great Britain	$1,829 753	$1,858,087	$1,619,176
Austria	482.514	462,858	427,339
France	1,217,297	1,164,196	1,891,897
Germany	2,331,380	2,610,724	2,811,222
Japan	683.514	783,556	778,207
Other Countries	174,955	210,011	221,413
Other Europe			
Total	$6,719,863	$7,088,432	$6,949 254

TOYS

	1910	1911
Germany	$1,156,612	$1,167,168
Other Countries	94,498	95,274
Total	$1,251,110	$1,262,442

FOR EIGHT MONTHS ENDING AUGUST.

	1909	1910	1911
Germany	$3,043,224	$2,551,883	$4,057,728
OtherCountries	291,789	386,192	590,332
Total	$3,335,013	$4,189,185	$4,648 060

GLASSWARE.

AUGUST		FOR EIGHT MONTHS ENDING AUGUST		
1910	1911	1909	1910	1911
$786,538	$570,479	$3,830,466	$4,856,077	$4,144,160

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

AUGUST		FOR EIGHT MONTHS ENDING AUGUST		
1910	1911	1909	1910	1911
$87,669	$58,760	$530,558	$604,912	$482,884

AT BOSTON.

IN the literature of a local "investment company" appears some claims in behalf of the five and ten cent store field that make interesting reading. The fact that a fifty-two story building is being erected in New York from nickel and dime profits leads one to think that there must be some truth in these claims; and yet when an examination of the stocks found in these stores is made one wonders how it is done. Here are three striking paragraphs: "The annual volume of sales by the eight standard chains of five and ten cent stores, comprising some eight hundred, amount to $200,000,000." "But one of these eight concerns is owned by public shareholders." "Each dollar invested to start the oldest chain, which is now about thirty years old, has a present market value of $150,000, based upon the earnings of the business."

Frank H. Miller, of F. W. Miller & Co., has returned from his trip throughout New York State with good orders. C. A. Hudson, proprietor, is one of the optimists of the trade, and expects a good holiday demand.

As foreshadowed in our last issue, the china department of the Siegel-Cooper Co., Chicago, has a new head in the person of Harry M. Hollander, formerly crockery buyer for Henry Siegel Co and later manager of the H. M. Hollander Co. stores at Holyoke. Mr. Hollander succeeds D. S. Saunders.

George K. Marshall, representing H. T. Edwards (Fostoria Glass Co.), is covering Vermont territory.

James J. Hanning, china buyer for the Jordan-Marsh Co., has recovered from his recent illness.

J. Adam Geishecker has opened a new department store in the Gates Building, East Dedham.

D. R. Marshall, representing Tarentum Glass Glass Co., Tarentum, Pa., made his headquarters at the Quincy House this week.

William H. Bush, for Crystal Tumbler Co., Moundsville, West Va , was in town last week.

J. J. Jacklin, head of the china department of Henry Siegel Co., has returned from a week's trip among the New York trade.

F. W. Lombard Co., Ashburnham, Mass., has incorporated for $15,000, dealing in crockery, furniture, etc. Frank W. Lombard, President.

C. M. Acher, the popular jardiniere exponent, is covering Connecticut territory this week, and will be in New York State next week.

A. E. Haskell, representing the Federal Glass Co., has just returned from a short trip throughout Rhode Island territory.

J. Frank Hinckley, the Boston enthusiast of the Hall China Co., has arrived in town from western Massachusetts and Connecticut trade centres

George W. Beall, representing the Quaker City Cut Glass Co., Goodwin & Kintz Co., and other well-known houses, has returned from Philadelphia.

Fred Shattuck, representing George F. Bassett & Co, New York, visited the Boston coterie last week.

W. F. Upham, representing the Empire Cut Glass Co. and H. C. Fry Cut Glass Co., Rochester, Pa., has completed a successful week's exhibition at the Boston Sample Rooms.

E. C. Hunt, of Norwood, Mass., was a visitor in town last week.

The salesmen in town this week include James M. Uniack, for The Hunt Cut Glass Co., Corning, N. Y., and Mr. Weinstein, for Henry Creange, New York.

W. J. Noble, representing John Davison, New York, is expected in town November 6.

Included among the visiting buyers were Arthur Ellis, for Almy, Bigelow & Washburn, Salem; William H. Rudderham, for same company, Beverly branch; Frank A. Smith, for A. G. Pollard Co., Lowell; E. B. Macbeth, Fall River, Mass.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

H L Parker, c, Lyndenville, N Y.
A H Moule, c, Malone, N Y.
J F Dunn, of Addison & Dunn, c, Baltimore. Imperial.
H S Linn, c, Belfast, Pa.
A S Osborn, with Wm H Frear & Co., s, Troy, N Y. York.
L L Stearns, of L L Stearns & Sons, t, Williamsport, Pa. St. Denis.
K Kosteantoes, g, South Norwalk, Conn.
Walter H. Mullin, with The Canadian Jewelers, Ltd., g, Montreal, Can.
Mr Geismar, of Geismar-Meyer Co., c, g, Hoboken, N J.
W H Parry, c, g, Somerville, N J.
A E Force, of A E Force & Co, c, g, Plainfield, N J.
H B Salter, of The China Shop, c, g, Trenton, N J.
H M Troupe, with Clarke Bros, hf, Scranton. Hoffman House.
T Barker, with R H White & Co, hf, Boston. 41 Union square.
Miss J I Mann, with Marshall Field & Co, g, Chicago. 104 Worth.
H E Swich, with The Carl Co., g, l, Troy, N Y.

TRADE TIPS.

THE Greenback Supply Co, Knoxville, Tenn., has opened a new store here with Henry Kittrell as president. Housefurnishings, pottery and glassware will be carried, catalogues of which are wanted.

Binghamton, N. Y.—The Norval S. Douglas Co. recently formed here with ample capital, will carry pottery, lamps, glassware and housefurnishings.

Bingham, Maine—The stock and fixtures of J. J. Lander were damaged by fire to the extent of $30,000 Domestic pottery and glassware were carried.

Fillmore, Cal.—The Fillmore Furniture and Hardware Co., which is erecting a new store, will carry lamps, pottery, glassware and housefurnishings.

Hope, Ark.—The Hope Hardware Co. is increasing its space and will enlarge its glass and pottery stocks.

Plainview, Tex.—Catalogues of pottery and glassware are wanted by the Donohue-Ware Hardware Co.

Lyons, Wis.—Charles S. Stubbs has bought the pottery and glassware stock of G. G. Reeve.

Grant's Pass, Ore.—George B. Newland has bought a large interest in the Grant's Pass Hardware Co. and has become secretary-manager. Especial attention is given to pottery, glassware and lamps.

Deming, N. M.—J. A. Mahoney is increasing his storerooms and will enlarge his stock of pottery and glassware.

Sturgis, Mich.—C. U. Michael has succeeded Michael Bros. and wants catalogues on pottery and glassware.

Clarksville, Tex.—The F. F. Marable Co. has been formed with $40,000 and will do a wholesale and retail business in pottery, glassware, lamps and kindred lines.

Pages Mills, S. C.—The McMillan Hardware Co., formed with $5,000 capital, will carry pottery and glassware.

Heavener, Okla.—The Mizell Hardware Co., formed with $6,000 capital, wants catalogues on lamps, portables, glassware and pottery.

Gowanda, N. Y.—M. Simon will take larger quarters October 1. Catalogues are wanted on housefurnish ings, bazaar goods, pottery and glassware.

Fayetteville, Tenn.—W. C. Dale has secured complete control of the McLaughlin & Dale Co. and will handle pottery and glassware.

Horton, Kas.—C. A. Benway has bought out Scott & Thomas. The new concern will handle pottery and glassware, together with housefurnishings.

Williams, Cal.—The estate of D. Levy has opened in enlarged quarters and wants catalogues on pottery and glassware.

Redding, Cal.—The stock of enameled ware, pottery, glass and lamps of the Nash Mercantile Co. has been bought by the McCormick-Saeltzer Co.

Paris, Tenn.—J. E. Erwin has bought the business of Erwin & Arnett Crockery, glass and silverware will be carried.

Pelahatchie, Miss.—Crockery and glassware will be handled on a larger scale by the Pelahatchie Hardware Co., which is removing into a larger business block.

Ada, O.—S. V. Wolfrom has just opened a store here. Housefurnishings, pottery and glassware will be carried.

Albion, Mich.—Litle & Johnson have bought out Oakley & Fahrion and will handle pottery and glassware.

Poteau, Okla.—The Poteau Hardware Co. has just been formed with $10,000 capital stock. Among the lines carried will be pottery, glassware and lamps.

Lock Haven, Pa.—John and Robert Dickey have started in business here and will handle glassware, housefurnishings, pottery and lamps.

Jonesboro, N. C.—The warehouse of W. G. and R. A. Watson has been destroyed by fire. Housefurnishings, crockery and glassware were carried.

Barnes City, Iowa.—W. J. Wymore & Sons have bought out W. H. Taylor & Sons and will continue to handle crockery, glassware and housefurnishing goods.

Pierson, Ill.—E. S. Finfrock has bought out the retail store of C. B. Mosbarger. Lamps, crockery and glassware will be carried.

New Milford, Conn.—Osborn, Lane & Stone have moved into their new quarters. Catalogues are wanted on housefurnishings, glassware, lamps and pottery.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesmen in every locality of the United States and Canada to carry a glass specialty as a side line Commission, twenty-five per cent. Write now for full information. Address Box 770, this office.

SITUATIONS WANTED.

MARRIED man. Strictly temperate. Twenty years as salesman in crockery, cut glass, silver and housefurnishings. Age thirty-five years. Competent to manage store. References given. Address Box 771, this office.

BUSINESS OPPORTUNITIES.

MANUFACTURERS, ATTENTION!—I want lines of art glass, portables, oil lamps and lighting glassware, gas and electric fixtures for New Eng and territory on commission basis. I have a showroom in the district. None but first-class houses considered. Address Box 772, this office.

ORIENTAL GLASS CO.,

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby Mat and Gold, Crystal Mat and Gold.

COLORED CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works: PITTSBURGH PA., U. S. A.

ALBERT R. MARRYATT,

57 Murray St., New York,

Representing
Pioneer Cut Glass Company
Manufacturers
Rich American Cut Glass

And Specialties in
Olive, Celery and Salted Almond Sets

LITTLE LAMP—BIG PROFIT.



No. 116. Price $3.75. Height 20½ in., with 11 in. Octagon Filigree Metal Shade; fitted with any of the colors of Amber, Green or Amber Green Glass. Finished in Pompeiian Bronze, Verdigris, Statuary Bronze or Antique Brass. Complete with socket, 6 feet parallel silk cord and Benjamin plug. Catalogue sent on application.

CROWN NOVELTY COMPANY,

Manufacturers of Plateaux, Trays, Portable-Lamps and Toilet Mirrors

46 West Broadway, New York City.

CROCKERY & GLASS JOURNAL

NEW YORK, NOV. 9, 1911.

PROMINENT MEN IN THE TRADE.

D. KING IRWIN.

IT is the general order of things now that young men shall be on the box seat handling the reins for large concerns in the crockery and glass district. D. King Irwin graduated from the University of Pennsylvania in 1896 and two years later entered the employ of the United States Glass Co. in the sales department of the Philadelphia office, then under the management of A. W. Oxley. He remained here a year, when he was put in what may be called their training ground for traveling salesmen, calling at the smaller towns in Pennsylvania, Ohio and Indiana. He plugged away for six months getting the corners knocked off and generally rounded out, and was then assigned to the Middle West, with all principal towns included. This territory he controlled for three years, after which he was made the Canadian agent. He covered Canada as far as Winnipeg east to St. John and Halifax for three or four years. In 1904 the firm called him to look after the local Pittsburgh trade and that of the surrounding nearby towns. Here he remained until 1907, when he was appointed manager of the New York office, the most important branch of the company's business

The United States Glass Co. make over 25,000 different models or shapes, besides thousands of others from private molds. In tumblers alone there are over 2,000 different kinds, from the tin-top jelly glass to high-priced goods, and ranging in size from ½ oz. capacity to 50 oz. In stemware the variety is equally as great, and the sizes range from ½ oz. to 80 oz. Every quality of glass is produced, from the cheap tank to the most expensive lead cut.

An important branch of Mr. Irwin's duties is to care for the foreign trade, which is most extensive. In fact, they export goods to every corner of the globe They operate three big tanks, the one at the new factory at Glassport having the greatest capacity of any in the country, and their furnaces contain upwards of two hundred pots. There are about 3,500 employees on the payroll of their twelve factories. They have an extensive glass cutting plant at Tiffin, O., where all their fine work is finished. The product of the concern is mainly drug specialties, bar supplies, hotel, restaurant and cafe glass, scheme goods, and, by no means the least, general tableware and household goods.

A feature that shows the excellent feeling that permeates the whole organization is the length of service of its employees. It is just the same in the New York office. From Mr. Irwin down, all the force has been there for years.



D. KING IRWIN.

The present local headquarters have for some time proved inadequate to the proper showing of samples. Although the showroom is a whole block long it is only about twenty-five feet wide, and during the course of selection it is necessary to walk quite a distance In their new and larger premises which they have leased at 71-73 Murray street they will have all their different departments segregated, good light in each, excellent elevator and office facilities, and will be in a much better position to give the kind of service buyers like.

Mr. Irwin relates some queer experiences as a traveling salesman. As a greenhorn at the game he was calling upon a very irritable buyer when he dis-

covered that he had forgotten his price-list, and thereby missed the order. He obtained it later, however; but his chagrin at the time was so acute and made such a lasting impression upon him that he has never since failed to carry the "salesman's bible" with him.

Mr. Irwin was married in 1903 and his children number one-sixth of a dozen, assorted. He spends most of his leisure time on his farm at Short Hills, N. J., where he takes great delight in producing vegetables and garden truck for his family table. Fruit-growing interests him very much, and next year he will plant an orchard.

A BREEZE FROM THE WEST.

ONE of the city's most interesting visitors is L. J. Navra, of the L. J. Navra Co., Seattle, Wash. Mr. Navra is a traveling advertisement for his section of the country. Never was business better nor things more booming, he says. New stores are being erected in Seattle, the city is growing rapidly, banking facilities are wonderful, and the government good. His own company are just moving to newer and more commodious premises, up-to-the-minute in construction and convenience, in the Maritime Building, where they display the samples of the different firms they represent, consisting of crockery, glassware, cut glass, lamps and mirrors, as well as all kinds of housefurnishings J. D. Shaw is secretary and treasurer of the company, having recently entered into partnership with Mr. Navra.

Mr. Navra is jubilant over the early fall orders received for the various lines He says that the buyers in the different department stores are approaching the coming holiday season with all the confidence in the world, and are placing orders freely.

Frederick & Nelson, one of the large stores, have an excellent department for crockery, glass, housefurnishings and lamps, occupying the entire basement of their fine building. Here W. Kenner is buyer and manager, and Mr. Clark buyer of housefurnishings.

At the Bon Marche, A. Hellenthal supervises the buying of crockery, glass and kindred lines This store has been greatly enlarged, and is now equal to caring for its portion of the increased business in Seattle. The crockery and glass department has been greatly augmented and generally improved.

The finer lines of cut glass, art china and brass are carried by the Russell Art Store, and W. L. Russell, the proprietor, says his business is climbing up healthily and steadily.

The McDougal & Southwick Co.'s crockery and glass department is under the care of Miss Kelly. She is thoroughly conversant with all its branches, and the department is a very busy one. The housefurnishings are in charge of Mr. Nickie.

Rhodes Bros. operate at Seattle the largest independent ten cent store on the Pacific coast.

Spelger & Hurlbut, who have a large hardware store in Seattle, devote all the basement to crockery, glass and housefurnishings. They are well known for their special sales in this department.

The Stone-Fisher Co.'s crockery and glass section is looked after by Mr. Martin. This is a progressive firm, and is doing a good business

Tacoma is not far behind Seattle—in fact, its inhabitants think it is in the lead. Here Rhodes Bros. run another large store which they are just renovating and enlarging. Chas F. McGee has charge of the housefurnishings, crockery and glass, and has a most up-to-date department, the size of which has been recently dovbled.

The People's Store at Tacoma devotes the entire basement to china, glass and housefurnishings, with Mr. Conger at the head

The Stone-Fisher Co. also run a branch of their Seattle store here.

A five, ten, fifteen and twenty-five cent store is run by Paulson Bros. Co., and they devote a great deal of space to china and glassware.

C. W. Field has a five, ten and fifteen cent store at Tacoma, and displays much china and glassware.

The McCormick Bros.' department store at Tacoma gives up considerable space to china, glass, housefurnishings and lamps. This is a new store, beautifully fitted up, and is noted for its popular-priced lines. Mr. Schrigley is the manager and buyer of this department.

DISAGREEABLE SALESMEN.

A DISCOURTEOUS salesman behind the counter is dear at any price, and his employer would find it more profitable to pay him to stay away from the store than to receive money from him for the privilege of attempting to sell goods. As long as he is in the store he is likely to increase rather than decrease the number of disagreeable customers. Like begets like.

There are a good many customers who would try the patience of Job. Most clerks have a fair amount of patience and desire to please customers and advance the interests of their employer. In moments of weakness, however, the best of them are in danger of going down before the assaults of disagreeable customers. But in spite of all, it is the duty of salesmen to practice as if they were qualifying for a saintship.

The New York Crockery and Glass District.

One of the new designs of Porcelaines G. D. A will please everyone who sees it. The broad, rich, dull gold band that forms the foundation of the design has a delicate tracery of conventionalized fleur de lis, and is supported on either side by a border of oriental conception, somewhat Persian in coloring and form. Blue and green give a faint touch of color that makes the whole design fascinating. The shapes are very artistic, the tea, sugar and cream being unique. Full matt gold handles lend added richness to the goods.

The Duncan & Miller Glass Co. has just sent to its New York representative, Paul Joseph, a new line of novelties for silver-deposit ware, among which is a glass tub about four inches in diameter to be used for butter, smelling salts jars in two sizes, and a most attractive sandwich plate eleven inches in diameter. This has a ground star bottom and on the under side of the flange an exceptionally attractive design of a continuous spray in deep plate etching with the chrysanthemum for its motif.

Robert Slimmon & Co. are showing among new samples from the Upper Hanley Pottery Co. a new "China" shape which is a pretty, plain oval, and, as its name indicates, has the appearance of china. As customary with this factory, all the patterns are made to fit the shape, and these include enameled, illuminated and plain prints. Particular attention is called to one which has a turquoise blue medallion with a pretty narrow border connecting the panels. This pottery is also very strong in still colors as well as flow blues.

Speaking of his 1912 line, Herman C. Kupper says that he considers the designs and shapes the best that the Ahrenfeldt factory has turned out. There are many radical departures in decoration, and some entirely new colorings. Mr. Kupper is a man of excellent taste, and his large experience in the decorating department of the French factory before he came to New York, together with his experience here, enables him to know what the New York trade will take.

One of the new open stock patterns that L. Bernardaud & Co are carrying at their New York showrooms has a border of laurel leaves in a delicate shade of green between gold lines. On the shoulder of the plate is a further hair line of gold. This pattern is on their St. Regis shape. The dishes are plain and the handles on the cover dishes, etc., are of solid matt gold. It is extremely neat and has proved successful with those who have bought it.

The new designs to be launched on the market in the early part of January by the Buffalo Pottery Co. will attract a good deal of attention. The Deldare ware, which heretofore has had Old English scenes and the doings of Doctor Syntax depicted on it, will appear with American historical scenes, such as Washington crossing the Delaware, Penn's treaty with the Indians, Paul Revere's ride, the Liberty Bell, etc. A. H. Ledden, the New York representative, who has just returned from a visit to the factory consulting about these new goods, says that they will sell well wherever shown.

The combination of the Guerin and Pouyat plants at Limoges was accomplished in August last, since which time both factories have been running to their capacity under the direction of the Messrs Guerin. Mr. Darlut, who was the manager for Pouyat for many years, has been retained, and will divide his time between the two factories. He is well known in the United States for his excellent taste and judgment in getting up attractive decorations. Charles Streiff and Charles Weiss continue at the old Park Place address, and Walter E. Knowles has charge of the Pouyat warerooms, which, for the present at least, will be continued at 37 and 39 Murray street. Andre Guerin, who has been here for some weeks actively engaged in arranging details at the New York end, will leave for home the latter part of

this week. This combination makes Guerin & Co. the largest strictly French china manufacturers in France, and will enable them with the double output not only to fill orders promptly, but to enlarge the scope of their business connections. Both factories have an enviable reputation separately; together they will be a power in the French china business. The personnel of the firm at Limoges and the force at the New York end is well known and well liked, and there can be no doubt of their success under the new arrangement.

In last week's issue we illustrated a series of plates and platters poised on Abels & Co.'s racks with a turkey in front. By a curious twist in the types the price quoted appeared to be $5 per dozen. It should have read "$5 for two dozen."

A MERGER OF ALL WOOLWORTH STORES.

PLANS have been completed for the incorporation of the F. W. Woolworth Company, which will mean the amalgamation under the same management of more than 600 five and ten cent stores in the United States, Canada and England. F. W. Woolworth, head of F. W. Woolworth & Co., gave out this information last Friday, and said that while at present the announcement covered only the five and ten cent fields in this country, Canada and England, the plan contemplates eventually stores in all parts of the world

Mr. Woolworth said that the new corporation would take over the business of F. W. Woolworth & Co., of New York, S. H. Knox & Co., Buffalo, F. W. Kirby & Co , Wilkesbarre, Pa.; E P. Charlton & Co., Fall River, Mass.; C. S. Woolworth, Scranton, Pa.; W. H. Moore & Son, Schenectady, and also a controlling interest in the business of F. W. Woolworth & Co., Ltd., England. The shares of the new corporawill be divided into $15,000,000 seven per cent. preferred and $50,000,000 common stock.

"The plan of the new company," said Mr. Woolworth, "contemplates the operation of five and ten cent stores in every city of over 10,000 population in the United States, Canada and England, and possibly, some day, in every country on earth. In other words, one of the objects of the company is to locate wherever we can make money, no matter where the place is.

"Already there are 600 stores in operation that will be controlled by the new company, about 500 of which are in the United States. The rest are in Canada and England. It is impossible at this time to even guess the number that will eventually be in operation in this and other countries. The combined sales of the stores in the company that is to be incorporated amounted last year to over $50,000,000. These stores employ about 20,000 persons. The head office of the new company will be here in New York in the Woolworth Building now in process of construction at 233 Broadway "

Mr. Woolworth said that he would be the president of the new company, but the names of the other officers and the directors will not be made public until after the incorporation.

THE CONDITION OF BUSINESS.

New York

The demand for immediate deliveries has increased a little, and excellent reports are coming in from travelers. French manufacturers are particularly pleased over the orders placed for spring delivery, the increase being considerable over last year at this time. Mail orders have been very gratifying. While business is not equal to the big years, there is enough to warrant encouragement for the future, as the better feeling which has been noticed within the past week or ten days is spreading all over the country.

The demand for American earthenware is very gratifying, and the increasing call for American china is very marked, some very satisfactory orders for hotel ware having been booked recently.

English wares are moving fairly well, and the demand for German china is still improving.

The domestic glass manufacturers are working pretty nearly to their limit on orders, although the demand has fallen off slightly since our last record. Blown goods, however, are still in very active request.

Cut glass is erratic. The movement of goods has been very peculiar the whole season. While some manufacturers are having a good trade others are complaining; and as this occurs without regard to quality or price, the fact is somewhat mystifying.

Lamp manufacturers of high grade goods are having an excellent trade, while the cheaper lines are rather quiet.

Retail trade in the city is improving a little and is about normal. The country trade is fully equal to, if not greater than, last year.

Conditions throughout the country are decidedly better. The elections being over, everybody is now settling down to legitimate business.

Pittsburgh and Vicinity.

Business with glass manufacturers in this territory has been about normal during the past week. All lines have been moving rather freely. Demand for light cut ware is as strong as

ever, and the call for the heavier cuttings is increasing. Tableware is also moving nicely.

East Liverpool and Vicinity.

Business with the Western potters during the last ten days has been rather spasmodic in so far as new business is concerned. There has been quite a lot of ware shipped which was booked for delivery earlier in the season, and because of this the shops have been operated actively. Orders for matchings are rather liberal in some instances, but the volume is not as large as the manufacturers would like.

AT BOSTON.

LOCAL trade conditions are not quite as pleasing as desired, the general complaint being that buyers are ordering in smaller lots than might be reasonably expected at this time of the year. However, the general consensus of opinion among "big men" is optimistic for a steadily-increasing demand.

The Jones, McDuffee & Stratton Co. have issued their annual calendar for 1912. This one shows the new Cunard dock at Boston, which is 800 feet long and has a depth of water at mean low tide of thirty-five feet. These tile calendars have been issued for many years, and anyone possessing a complete set has a valuable collection.

J. J. Curry, buyer in the china and glassware department of the Houghton & Dutton Co., is well pleased with the public response to their thirty-ninth anniversary sale.

J. W. Power, the "oil king" of the Pittsburgh Lamp, Brass and Glass Co., has returned from a jaunt through Western Massachusetts territory with pleasing orders.

The new department store of the Gilchrist Co. will cost $500,000, and will be fireproof throughout, occupying a ground area of 7,500 feet.

The United Five and Ten Cent Stores, Inc., is now two years old, and the management claims that all the stores established thus far are doing a profitable business. The company reports assets of $272,549, with no obligations.

The Hub Novelty Co. is now carried on by I. Alfovich and I. Cohen at 125 Summer street.

The Williams Store, at Prichard street, Fitchburg, is now managed by the Eaton & Whipple Co. Messrs. Eaton and Whipple have been in the crockery and glass business for many years, and have many friends among the trade. They were in town this week selecting new lines, of which they purchased extensively.

The National Furniture Co., at 841 Purchase street, New Bedford, is now carried on by Fred A. Weeden.

The International Sales Co., of Worcester, handling crockery, glassware, etc., expect to locate in Boston about December 1.

The Atlantic Handling Co. is a new corporation dealing in crockery, glassware and other merchandise. Capital $5,000. John C. Johnston, Dorchester, is president and treasurer.

Walter Fishel, representing the china end of the Strobel & Wilken Co , New York, and Harry Beck, for the toy department, visited the local buyers this week.

The Addis-Addie department store, 615 Washington street, is now conducted under the name of the J. S. Bailey Co. There is at present a Worcester branch, and a three-story building with basement is in process of construction at Springfield, corner of Main and Vernon streets, to be entitled "The Daylight Store." It is expected to be ready for occupancy before January 1.

Mr. Mason, of Mason Bros. & Co., 73 High street, and Hugo Bernstein, their foreign buyer, are traveling through the European toy centres purchasing next year's lines.

The statement recently published to the effect that E. De Riesthal, assistant to J. J. Jacklin, buyer for the Henry Siegel Co., had been succeeded by Jas. E. Hogan (late of the Gamble-Desmond Co., Providence) is without foundation. Mr. De Riesthal will continue as formerly.

The buyers in town this week included Mr. Laviska, for P P Magrane, Lynn; F H Dunmore, with Shepard Co, Providence; Davis Dickson, Lowell; O K Chabotte, Worcester; J W Shepard, for Thomas W Ross Co, Lynn; "Mike" Ryan, for Bon-Marche Dry Goods Co, Lowell; Mr Illsley, with Barnard, Putman & Swayer, Worcester; Mr Crawford, for the Manhattan Co, Cambridge; George Turner, for Denholm & McKay Co, Worcester; Mr Armstrong, with Boston Specialty Store Co, Maynard; Mr Fairbanks, assistant to Mr Richardson, Clark-Sawyer Co, Worcester; Fred Bodwell, for Burrowes & Sanborn, Lynn.

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Crockery and Glass Journal

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 9, 1911.

NO NEED FOR GRUMBLING.

IN the crockery and glass district, when asked how business is, the general reply is, "Not as good as it ought to be; the big orders do not come in as heretofore." In the next breath they will say: "But we are doing a bigger business than last year," thus showing that there is really no cause for complaint on the general returns.

There are, however, some who are not quite fair in their characterization of the state of trade—who grumble without cause and find fault with existing conditions no matter what they are, simply because it has become their habit. True, it may cost a little more to do the business, as orders are smaller and the cost of packing correspondingly greater. More drumming has to be done to secure business, and the office work is increased. Yet, with all taken into consideration, in the long run the profits show a steady increase.

Everything seems to indicate a healthy condition of business. Firms are more conservative in placing orders; consequently will be in a better position to pay their bills. Smaller concerns are getting more consideration than heretofore, and are obtaining a credit that enables them to compete with the larger stores. The business is thus more evenly distributed. The volume is done in the aggregate, but it is made up of smaller orders.

The public is buying. Staples have a steady run, while the only branch that is not progressing as favorably as desired is along the line of fancy and ornamental goods.

A merchant naturally wants to hold all his old trade; but he must take into consideration the fact that many new firms are "butting in," the smaller concerns are growing, and the multiplicity of patterns causes orders to split up a good deal. Because he does not get what he thinks is his just share, he must not come to the conclusion that trade is "rotten." The fault may lie with himself. Holding one's own in these days, to say nothing of increasing a business, is something of an achievement, and can be accomplished only by the vigilance, energy and enterprise characteristic of modern business methods.

PERSONAL.

ONCE prominent in the crockery trade, F. W. Schaefer is now engaged in the marketing of accounting machines and automatic scales. As a pottery salesman he engineered some big deals, and is making an equal success in his present vocation. He has not broken altogether with the trade, for he still retains his membership in the Salesmen's Association.

Harry B. Hollis, the well-known manufacturers' agent of Boston, was a visitor to New York this week.

J. H. Law, of Asheville, N. C., paid his usual visit to the city this week and called on many agents in the District.

W H. Southard, formerly with Bowman & Co., Harrisburg, has made a connection with the Bon Ton at Lebanon, Pa., where he will have charge of the china and housefurnishing departments.

Miss Toyo Murai, daughter of Jaskati Murai, of Morimura Bros., was married to Austin Feuchtwanger, of Madison, N. J., November 2. Only the immediate members of the two families were present. Both the bride and groom received from their respective fathers $10,000 in cash as wedding presents.

That his goods were not delivered on time and that he was disappointing his customers and losing trade was the complaint of Mr. Van Arsdale, buyer for Wm. Rowland, New Brunswick, N. J., last week. He says he cannot get goods to fill his constant daily demands.

Arranging various matters relating to the new Radium Glass Co., Millersburg, O , J. W. Fenton, its vice-president, was in the city last week. Paul Joseph, who represented the Millersburg Glass Co.

before its failure, and still retains its samples, will probably represent the new company. The factory will start up next week, and in a short time will be in a position to deliver goods.

⚜

F. Victor Johnson, of Johnson Bros., Hanley, Eng., who has been making a visit to this country of some weeks, left on the "Lusitania" Wednesday.

⚜

E. W. Hughes, a manufacturers' agent from St. Louis, was in the city looking around last week.

⚜

B. Forester, formerly managing director of Forester & Sons, Staffordshire, England, arrived in New York last Friday. He will make a tour of the country and visit a number of potteries. He has not been in New York for fifteen years, and naturally sees many changes.

⚜

Leonard Stock, who came in from the road a few days ago for new samples from Herman Kupper, is off again. He has met with such success this fall that he is going over the territory again.

⚜

James S. Taft, president of the New Hampshire Pottery Co., Keene, N. H., arrived in town on Wednesday. Besides being a good potter, he is something of a politician, having been mayor of his town for three successive terms.

⚜

L. Herman, of L. Herman & Son, Danville, Va., was in the city this week looking for cut glass. Needless to say, he saw plenty of it.

⚜

J. M. Hart has returned from his trip through New York and Pennsylvania for the Irving Cut Glass Co. While in Philadelphia he was joined by F. W. Reichenbacher, and they made a killing. Mr. Hart had a most successful trip throughout and is well pleased with his efforts.

⚜

A. Broll, with C. B. Rouss, and who maintains an excellent display of crockery, glass, etc., on the eleventh floor of the Rouss Building, was in the District on Wednssday. He says business was never better.

⚜

John Bing, of Bing Brothers, Nuremberg, who arrived from Europe recently on one of the North German Lloyd steamers, says that his firm will make a very strong bid for the American trade next year; in fact, he says that preparations are now going on with regard to new lines that will create a sensation among buyers and competitors alike. Mr. Bing went to the factories in Germany for the sole purpose of arranging new lines suitable for America, and when asked about his year's business over here he remarked that the support they received from American buyers had been so large that they have every reason to be satisfied.

⚜

E. Torlotting reports business fine at the various towns he is visiting. At this writing he is in Cincinnati.

⚜

John J. Hines, familiarly known as "Jack," cam home from Europe last Saturday and is booked to visit the West on Monday with a line of new samples of Blakeman & Henderson goods.

⚜

Walter G. Minnemeyer, of the Dugan Glass Co., came into New York on Election Day. In spite of its being a holiday he corralled some good orders. He will be here until Saturday night.

⚜

Maurice Smith, vice-president of the McKee Glass Co , and son of A. J. Smith, was in town this week conferring with Thos. G. Jones, the New York representative of the concern.

⚜

B. J. Garety, of the Camden (N. J.) Cut Glass Co., called on A. A. Bean, his New York representative, last Saturday.

⚜

Among the arrivals in town after we went to press last week were S. Allen, Haverstraw, N. Y.; L. M. Meeker, of L. M. Meeker & Co., East Orange, N. J.; Mr. Pierson, with the Miller & Peck Co., Waterbury, Conn.; the Eagle Tea Co., Bridgeport, Conn.; Mr. Carroll, Rhinecliff, N. Y.; Walsh Bros., Newport, R. I.; Mr. Rau, of Gerber & Rau, Lakewood, N. J.

ORIGIN OF THE TUMBLER.

SOMETIMES a comparatively short time suffices to set a word adrift from its original and true meaning and to cause people to forget what its real significance is. This is illustrated in our word "tumbler," meaning a drinking glass which sets squarely down upon the table, without a "foot," as in the case of a goblet. What a "tumbler" really is may be inferred from an extract from a gentleman's diary written in 1803, which also throws light upon the social customs of the times. The entry is as follows:

"Had a few friends to dinner. Tried my new tumbling-glasses. Very successful; all got drunk early."

These tumbling-glasses, soon called "tumblers" for short, were made with a round or pointed bottom

so that they could not be set down when they contained liquids without falling over and spilling their contents. They were made as a sort of joke to conduce to rapid drinking.

But the name was applied to a glass which had no foot, but was cut off so squarely across the bottom that it stood firmly on the table, so that it was really less liable to "tumble" than an ordinary goblet. A generation sufficed to see the change wrought in the use of the word and the complete disappearance of the original significance.

SALESMEN'S ASSOCIATION NOTES.

THERE was a time in the history of the Pottery, Glass and Brass Salesmen's Association when its finances and general standing were not on the high plane they are now In fact, it was imperative that new spirit should be infused, business methods adopted, and the general tone uplifted. The Association needed a leader as badly as the children of Israel needed Moses. It was at this time that Harry P. Muirheid came to the front, and during the two years that David Doctor was president did yeoman work



HARRY P. MUIRHEID.

for the cause. He rounded up all the good men he could think of, persuaded heads of firms as well as salesmen to join, and rolled up to his credit perhaps a greater number of adherents than any other single member.

In 1897 Mr. Muirheid was elected president by acclamation—the only one, we believe, so elected—and the following year succeeded himself in the presidential chair.

The advent of Harry Muirheid into the affairs of the Association marked the beginning of an era of activity which has continued right along. He organized the annual golf tournament, and until this year engineered the event. He had the faculty of creating enthusiasm among dormant members, set them to work, and under his leadership they put a willing shoulder to the wheel. Such men as Pitcairn, Dwenger, the Davisons, and many others that we could mention, were enlisted, and the result is the present excellent standing of the organization.

Mr. Muirheid is in favor of the annual banquet held for the past few years, believing that it lends dignity to the Association. His only regret is that more do not attend. He also endorses the present practice of holding the annual meeting during the daytime.

Although only one of the rank and file now, he is just as interested in the welfare of the organization, and will continue to "plug" for it on all occasions. He is a charter member, holding card No. 16.

A meeting of the board of directors was held on Friday last, at which the banquet question was taken up and discussed freely, and finally a committee consisting of Messrs. Pitcairn (chairman), Mirrielees, Nixon, Endemann and Bean was appointed with power to determine what, when and where the gathering should be held. it was the consensus of opinion that not more than $3.50 should be charged for the ticket, that the meeting should be held in February rather than in December, and that some sort of vaudeville entertainment with an informal supper, instead of a regular banquet, be held. Two new members were added to the roll at this meeting.

The annual meeting has been set for Friday, November 17. Every member should make a determined effort to be present. This is the one opportunity to show your appreciation of what has been done or to air your grievances if you have any. Do it then, and for the other three hundred and sixty-four days in the year boost, and boost hard !

The dinner committee is trying to get the affair down to a three-dollar proposition, and if two hundred members buy and pay for tickets they will be able to do it. Otherwise about $3.50 will be the figure.

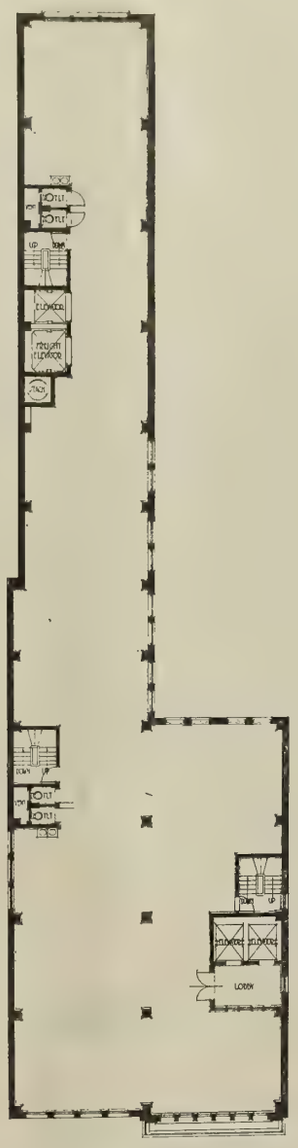
LATEST CUSTOMS RULINGS

MAGNESIA articles used for holding incandescent mantles in position were classified under paragraph 95, act of 1897, as "earthen articles," with duty at the rate of 60 per cent. on the value. Fensterer & Ruhe claimed that the merchandise was dutiable properly at 20 per cent. ad valorem as "non-enumerated manufactured articles," and the Board of Appraisers sustained the contention.

HAVILAND & CO.'S NEW HOME.

EARLY in the coming year Haviland & Co. will be established in their new home at No. 11 East Thirty-sixth street, the erection of which was necessitated by their largely-increased business. Ever alive to the ideas of the day, they determined to build a modern structure in a location convenient to the trade, both wholesale and retail, and which would accommodate them for years to come.





TYPICAL FLOOR PLAN

It is interesting to note the origin and growth of this firm. In 1836 the founders were established as china and glass merchants in Connecticut. One day a lady approached a member of the house and asked to have a cup and saucer matched. It was of French china, and Mr. Haviland said it would be impossible to procure it in America, but as he was going to France in a short time he would take it with him and see what could be done. This was in 1839. It was not as easy as he thought, for at Vierzon, whither he journeyed, he was obliged to buy a white cup and saucer in one place and take it to another to be decorated. When he brought it home the lady was so pleased that she ordered more, and friends of hers also gave him orders. When Mr. Haviland returned to France in 1840 he learned from workmen in Vier-

zon that Limoges was the headquarters for china manufacture, and he established a little plant there which has grown to the huge proportions of the present day.

In 1839, before his second visit abroad, Mr. Haviland with his brothers established the firm of Haviland & Co. in John street, New York, and remained there until 1866, when they removed to 45 Barclay street, where they have been continuously for forty-five years. In 1897 to accommodate their increasing business three floors were added in No. 43, and now, having outgrown the Barclay street premises, they have built the edifice shown in the illustration herewith.

The building is located at 11 East Thirty-sixth street, running through to Thirty-seventh street, and is only a hundred feet from Fifth avenue. It is of brick and brownstone, and is admirably adapted to their wants, being equipped with the latest and most up-to-date facilities.

The first floor will be devoted to a retail store, which they have determined to open in order to place the best class of their goods before the public. By showing that their wares are of the richest and most stylish designs and decorations, and by increasing the reputation of Haviland china, they hope to increase the demand for it all over the country. They have always been recognized by the trade as leaders and originators of new shapes and decorations. Now the man on the street will have an opportunity of becoming acquainted with the artistic designs and fine workmanship of their product.

The wholesale department will occupy the tenth, eleventh and twelfth floors, and the offices will be located in the tower.

The other floors will be leased to desirable firms, and it is expected that dealers in kindred lines will locate with them. No expense has been spared to make the building attractive inside as well as out. It is a decided acquisition to the business part of upper New York.

ON THE PACIFIC COAST.

THOUGH the month of October has been much broken by national and local holidays, the merchants of San Francisco, both wholesale and retail, report that a much heavier early fall business has been done this year than for some time previous.

Weinstein & Co. have closed a ten-year lease for a two-story and basement building on Market street, between Sixth and Seventh, where they will open a new department store about February 1.

B. F. Heastand, Western agent of the Fostoria Glass Co., is now in the southern part of the State, but is expected to return in a few days.

E. A. Berndt, vice-president of the W. W. Dimond Co., is now on his annual visit to the Coast and is in San Francisco this week.

A. F. Alleman, of Morimura Bros., is registered at the St. Francis.

W. S. Pitcairn, representing the Royal Doulton Pottery Co., is now in San Francisco.

H. Cronemeyer, local representative of Bawo & Dotter, is very busy arranging his samples to make room for the new lines.

Hugh C. Edmiston, who represents the Alfred Meakin lines, is visiting the trade of San Francisco this week, as is also O. L. Sutherland for Geo. F. Bassett & Co.

The Conger-McLean Co. and the San Francisco Crockery and Glassware Co., whose interests have for some time been along congenial lines, have decided to have offices together, and the former have now moved their stock of samples to rooms on the fourth floor of the Bancroft Building. Arrangements are to be made at once to have a portion of the partition between the two salesrooms taken out, connecting the entire suite by archways.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Oct. 21,'11	Corresponding period 1910	Exports Jan. 1 to Oct. 21,'11	Corresponding period 1910
Boston	235	422	6563	6463
New York	285	294	6453	7256
Baltimore	198	471	9426	11947
Philadelphia	130	41	3702	4771
New Orleans	4	....	804	1989
Newport News	2	....	52	204
San Francisco	78	...	536	93
Portland (Me.)	....	....	545	1029
Galveston	....	6	893	1392
Portland (Or.)	1	....	73	15
Inland Points	47	64	1067	1530
Total	980	1298	30114	36689

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Oct. 21,'11	Corresponding period 1910	Exports Jan. 1 to Oct. 21,'11	Corresponding period 1910
New York	285	295	8543	7740
Boston	236	422	6533	6211
Philadelphia	130	41	3680	4520
Baltimore	119	471	9342	12010
San Francisco	78	....	645	244
New Orleans	4	....	787	2164
Portland (Me.)	....	....	389	1943
Galveston	.....	6	893	1474
Newport News	2	....	52	971
Portland (Or.)	9	....	40	55
Inland Points	47	64	309	1042
Total	910	1299	31213	38374

Among the Potteries
East and West

East Liverpool and vicinity.

Some of the largest buyers of scheme goods in the West are complaining about the non-delivery of orders given months ago. It is said that not one half of the goods booked for shipment on any certain date have been sent. The demand for premium and scheme goods this fall is the heaviest experienced in recent years.

* *

The Knowles, Taylor & Knowles Co. are showing their new dinner shape on the Pacific Coast first this season It will be exhibited to the Eastern trade in the sample rooms of the company here when the season opens in January. This new shape is being shown in over fifty new treatments, the majority of which are exclusively controlled by this company. Edwin M. Knowles is making the Western territory this season in company with Mr. Davis.

* *

John T. Cartwright, of Cartwright Bros., has returned home after a business trip to Chicago and St. Louis.

* *

S. Howard Gresham, of Atlanta, Ga., one of the largest pottery brokers in the South, spent several days here last week. "The cotton crop has been an extensive one," he said, "and all the merchants are feeling good over future conditions. Fall trade looks mighty encouraging, and the indications are that 1912 will be a banner year."

* *

Percy Speakman, who has been representing the Thomas Hulme decals in this territory, and who recently gave up this line of work, will locate in Pittsburgh within a short while.

* *

H. E. O'Brien, one of Chicago's largest buyers, has been here for a week rushing out his orders.

* *

At a cost of over $2,000 the Standard Pottery Co. has completed the construction of a new slip house at its No. 2 plant, formerly the Burford pottery.

* *

A. N. Haltom, of Memphis, Tenn., one of the largest buyers of special lines of pottery in the South, was here a few days ago looking after some immediate shipments.

* *

Orders with the West End Pottery this fall have been exceptionally good, especially on their new plain dinner shape. The gold and white treatment has sold far better than the firm anticipated, and reorders on open stocks have been especially large.

* *

Mr. Tuttle, representing the Kresge & Wilson syndicate, spent several days here recently looking over new lines and placing some orders for immediate shipment.

* *

John McDonald, manager of the decorating department of the Knowles, Taylor & Knowles Co., has returned to his office after a brief Western business trip.

Trenton.

The local potteries have had very little complaint to make about business. All are working fairly well, and not accumulating much stock. Designers and decorators are at work on new styles, some of which are already ready.

* *

The Cook Pottery Co. has some very excellent designs for the coming year, particularly on their vitrified hotel china. The success attending their efforts is very marked, and their sales have increased materially over last year.

* *

John P. Hutchinson has been appointed receiver for the Phoenix Pottery Co., which has a plant, near Bordentown.

* *

President Menge of the Brotherhood of Operative Potters has designated William Musbett of Elizabeth and Michael Kennedy and George Cartlidge of this city as a committee to represent the operatives on the joint committee of the pottery employers and employes to manage a fund for the care of pottery employes suffering from tubercular affections. The $5,000 appropriated at the last convention of the Brotherhood as the nucleus of a permanent fund has been made immediately available, and the joint committee is expected to formulate a plan under

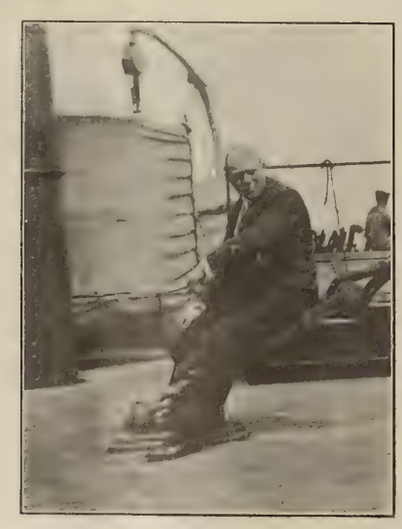
which the fund is to be expended and also as to how it is to be augmented. It is quite probable that a plan will be agreed upon by which all pottery employes will pay ten cents a month into the fund, thus realizing about $12,000 a year. The manufacturers on the joint committee include John A. Campbell, John Maddock, Archibald Maddock and Charles Welling. It is the intention that the benefit of the fund shall extended to all pottery employes, regardless of the nature of their employment, and also regardless of whether they belong to the Brotherhood or not. All women enployes and office forces will be included in those who may become beneficiaries. Until such time as it may be deemed feasible to erect and maintain a sanitarium, patients will be sent to existing sanitariums where satisfactory arrangements can be made and the expenses met.

* *

Joseph C. Sharkey, one of the defendants in the foreclosure suit brought by William P. Balderson and others against the American Porcelain Co., has filed an answer in which he admits thatthe concern did execute an indenture of mortgage for $5 600 and that a mortgage was given him for $2,800, and he consents to a bill of sale, asking that he be paid in full.

Sebring, O. An effort is being made here to obtain other industries allied with the pottery business, and the Strong Mfg. Co., of Bellaire, O., manufacturers of enamel ware, will locate in Sebring, giving employment to between 300 and 400 people. It is expected that the plant will be completed and in operation soon after the new year.

Paden City, W. Va. John Lessell, formerly with the Lessell Art Pottery Co., Parkersburg, W. Va., will be manager of the new art pottery to be erected here. During the last few days the orders for machinery were placed.



JOHN BING RETURNING FROM EUROPE.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

F D Van Arsdale, with Halle Bros Co, c,g, Cleveland. 31 Union square.

F Martin, with Crow & Whitmarsh, c, 1. Cleveland. 45 East 17th street.

J B Ivey, of J B Ivey Co, hf, Charlotte, N C. 129 West 27th.

D F Magee, with Martin & Naylor Co, hf, Gloversville, N Y. 320 Church.

W W Mosher, with Sibley, Lindsay & Curr Co, hf, Rochester. 454 Broome.

G N Everett, with Woodward & Lothrop, hf, Washington, D C. 334 Fourth avenue.

H M Troupe, Clark Bros hf, Scranton, Pa. Hoffman House.

T Barker, R A White Co, hf, Boston, Mass. 41 Union Square.

J G Anspach, W F Gable & Co, c, g, Altoona, Pa. 2 Walker street.

J H Law, china and glass, etc, Asheville, N C. 2 Walker street.

THE "GOOD FELLOW."

EVERY now and then we hear of someone dying in bitter poverty after having spent a fortune in being a "good fellow." Of such a one it is commonly said while he is alive and spending that he has a "heart like an ox and a hand always deep in his pocket;" he is spoken of—frequently within his own hearing—as a "prince among men," or "one of nature's noblemen."

It seems strange that a man with the power to attract to himself so many warm friends should not have any willing to pay his funeral expenses, says a writer in the New York "World." Yet such is often the case. It is a fact frequently commented on by philosophers that these peerages of cafe creation die with the fortunes that produced them. A real "prince among men" or "nature's nobleman" loses his title when his money ceases to burn holes in his pocket; after which he should set aside a little money for his own obsequies.

But those who argue from the forlorn and friendless passing of one of these "good fellows" that there are no real friends to be had in this world are wrong. Everyone can make friends, and staunch ones, too, by the practice of unselfishness; but not by wasting money on the worthless in the vain hope of being considered a "good fellow," which is merely another name for a complete fool.

It is not he who "gives to everyone who asks," but he who seeks out those who are too proud to ask and relieves their necessities, who awakens genuine gratitude and attaches to himself the sort of friends that are worth having. Such a man, however, is seldom termed "a good fellow."

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Glass manufacturers in the Pittsburgh territory are greatly interested in the formation of the "F. W. Woolworth Co," an account of which appears elsewhere in this issue. It is supposed that after details of the consolidation have been completed all the glass for this new ayndicate will be bought by one person. Heretofore each concern has had its individual buyer visit the pottery and glass districts three and four times annually.

The Tarentum Glass Co. is showing a Mission candlestick with square foot and cut panels which is proving a very popular item with buyers.

W. C. Rankin, who travels for John Hackenberg, of Milton, Pa., was seen in the district last Saturday.

Plans have just been completed whereby the Haskins Glass Co., Martin's Ferry, O., will double the capacity of its plants. An additional building will be erected and another sixteen-pot furnace installed, and in all probably between $35,000 and $40,000 will be spent on improvements.

W. G. Gaston, salesman for the McKee Glass Co., was in the district last Saturday, and said that the plant is being worked to capacity.

Additional frames have just been installed in the plant of the Pittsburgh Cut Glass Co.

Manufacturers of bar glassware are watching with considerable interest the county local option elections in Ohio. Of eleven counties that have so far voted, nine have "switched" from the "dry" to the "wet" column. The election in Meigs county, which went "dry" by fifty-one votes, is to be contested, the polls having closed there before the authorized time. Bar glassware will now be in demand in the following counties: Columbiana (East Liverpool) Athens, Pickaway, Lawrence, Scioto, Wyandot, Marion, Henry. Ashland voted "dry." The elections on the local option question in East Liverpool will he held within a month, and this city will beyond doubt vote "wet." Three years ago sixty-six counties in Ohio, including the above, all voted "dry."

Orders are good with the Ripley Glass Co., and the plant is working full turns.

Robert G. Hough, in charge of the export department of the United States Glass Co., has returned from a business trip to several of the Eastern offices.

Among the buyers here last week was Hugo Pick, of Albert Pick & Co., Chicago. He was making a tour of the glass district only this trip.

The mould shop of the Duncan & Miller factory at Washington, Pa., is busy working on new lines for 1912 One is about completed.

W. I. Campbell, who has been in the Southwest for the United States Glass Co., is home, and W. F. Jones has also returned from his fall trip into the Northwestern territory.

W. W. Lang, in charge of the Pittsburgh offices of Kinney & Levan, went to a hospital at Cleveland last Saturday night to undergo another operation on his eyes. He is expected to return home within ten days.

Wheeling, W. Va.

Wheeling glassworkers, as well as the rank and file of the organization in this immediate vicinity and from several cities at a distance, did themselves proud Saturday evening when they gave their national president, Thomas W. Rowe, a royal welcome back to America, after he had been on an extended trip to Europe. Prior to the meeting the local glassworkers, with the visiting fellow-workmen, and with John Menkemeyer as chief marshal, gave a street demonstration over a line of march which traversed the principal streets of the central part of the city. Between five and six hundred men were in line, with two bands.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 7, 1911.

HAMBURG

119	packages	glassware	Fensterer & Ruhe
4	"	"	Lazarus & Rosenfeld
6	"	"	Herman C Kupper
76	"	"	Kmy-Scheerer Co
379	"	"	W R Noe & Sons
80	"	"	O O Friedlander
27	"	"	F Euler & Co
58	"	"	Brown Bros
62	"	"	O Goetz
58	"	"	Strobel & Wilken Co
508	"	"	Miscellaneous Orders
60	"	earthenware	Bawo & Dotter
139	"	"	Geo Borgfeldt & Co
88	"	"	L D Bloch & Co
27	"	"	J Wygand & Co
309	"	"	F W Woolworth
5	"	"	L Straus & Sons
86	"	"	G F Bassett & Co
16	"	"	Fenesterer & Ruhe
16	"	"	J Palme
61	"	"	Miscellaneous Orders
11	"	chinaware	Bawo & Dotter
123	"	"	Strobel & Wilken Co
145	"	toys	B Illfelder
18	"	"	F A O Schwartz
33	"	"	Samstag & Hilder Bros
5	"	"	A Steinhardt & Bros
3	"	"	Knauth, Nachod & Kuhne
348	"	"	F W Woolworth & Co
299	"	"	Strobel & Wilken Co
437	"	"	Miscellaneous Orders

ANTWERP

13	packages	toys	Strobel & Wilken Co

HAVRE

184	packages	chinaware	Wm Guerin & Co
36	"	"	Herman C Kupper
20	"	"	L Straus & Sons
5	"	"	Bawo & Dotter
15	"	"	Vogt & Dose
19	"	"	H R Churchill
12	"	"	Miscellaneous Orders
72	"	glassware	E Utard

FIUME

352	packages	glassware	A L Crawford
35	"	"	F W Woolworth
63	"	"	L Straus & Sons
16	"	"	Bawo & Dotter
65	"	"	Fenesterer & Ruh
34	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
205	"	"	Strobel & Wilken Co
31	"	"	Miscellaneous Orders
28	"	earthenware	Geo Borgfeldt & Co
1	"	"	Bawo & Dotter
25	"	"	L Straus & Sons
2	"	"	Knauth, Nachod & Kuhne
4	"	"	Miscellaneous Orders
154	"	chinaware	Strobel & Wilken Co
714	"	toys	" "

LIVERPOOL

7	packages	toys	Strobel & Wilken Co
5	"	chinaware	"

LONDON

5	packages	toys	Geo Borgfeldt & Co
12	"	"	Strobel & Wilken Co
16	"	earthenware	W S Pitcairn

LIMOGES

76	packages	chinaware	Theodore Haviland & Co

SOUTHAMPTON

12	packages	chinaware	Bawo & Dotter
21	"	"	H Creange
8	"	"	J H Venon
21	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

19	packages	earthenware	Jones, McDuffee & Stratton Co
19	"	"	Rowland & Marsellus Co
8	"	"	Richard Briggs & Co
21	"	"	American Express Co
17	"	"	Miscellaneous Orders

ANTWERP

41	packages	earthenware	Jones, McDuffee & Stratton Co
4	"	"	Mitchell, Woodbury Co
60	"	"	American Express Co
2	"	"	Miscellaneous Orders

HAMBURG

26	packages	earthenware	Jones, McDuffee & Stratton Co
8	"	"	Stone & Downer Co
4	"	"	Bawo & Dotter
8	"	"	Jordan Marsh Co
140	"	"	First National Bank
4	"	"	Houghton & Dutton
33	"	"	Geo Borgfeldt & Co
164	"	"	L Wolf & Co
20	"	"	E A Runnells & Co
75	"	"	O O Friedlander
2	"	"	W N Proctor & Co
3	"	"	R H Stearns Co
21	"	"	Patterson, Wylde & Co
27	"	"	L E Knott Apparatus Co
12	"	"	Ocean Transit Co
140	"	"	National Despatch Co
113	"	"	F W Woolworth
77	"	"	Miscellaneous Orders

BUSINESS BRIEFS.

A new catalogue has just been issued by the Richter Mfg. Co. showing all their new designs of silver-deposit ware.

* *

George W. Davis & Co., Rochester, N. Y., who do a large mail order business, have issued a new catalogue of white china.

* *

For the convenience of the trade in the Northwest, the Crown Novelty Co. has established an agency with L. J. Navra Co., 911 Western avenue, Seattle, Wash., where a full line of samples will be carried.

* *

The Frontier Cut Glass Co. filed incorporation papers at Buffalo Oct. 29. The company is capitalized at $10,000. The directors are Joseph and C. B. Warner of New York, and Herbert W. Morris, John W. Murray and Fred C. Howard of Buffalo.

* *

The Binghamton (N. Y.) Glass Co. has discovered that its name has been used by forgers. Two

checks, each for $75, have turned up at the bank in Binghamton, forged in the South, it is claimed, and it is likely that others are in circulation. Both purport to be signed by a man who is not treasurer of the company. The treasurer is Harry A. Yetter.

* *

A firm in Chicago has just placed a new lamp on the market which it is claimed burns forty-five hours on one gallon of oil. The kerosene vapor or gas rises between the perforated burner tubes and is mixed with a large quantity of air, resulting in a perfect blue flame which gives a beautiful white light in the mantle. The lamp is said require no more care or attention than any common kerosene lamp.

OBITUARY.

LEON MANDEL, president of Mandel Bros., Chicago, died last Saturday afternoon at Atlantic City, aged seventy. He was the donor of the Leon Mandel Assembly Hall to the University of Chicago, and was identified with numerous Jewish charitable societies. The business, started prior to the great fire in 1871, has grown to be one of the most important department stores in the West.

LATEST GLASS CENSUS.

A PRELIMINARY statement of the general results of the Thirteenth Census of establishments engaged in the manufacture of glass has just been issued by Census Director Durand. It contains summaries which give the general figures for 1904 and 1909 and compare the different products by kind and quantity. The report was prepared under the direction of William M. Steuart, chief statistician for manufactures, Bureau of the Census. The figures are subject to such revision as may be necessary after a further examination of the original reports.

The general summary shows increases in all the items at the census of 1909, as compared with that for 1904, except in number of e tablishments, which decreased from 399 to 363, or 9 per cent.

The capital invested increased 45 per cent; the gross value of product, 16 per cent; cost of materials, 23 per cent; value added by manufacture, 12 per cent; average number of wage earners employed during the year, 8 per cent; amount paid for wages, 5 per cent; number of salaried officials and clerks, 18 per cent; amount paid in salaries, 27 per cent; miscellaneous expenses, 52 per cent; primary horsepower, 40 per cent.

The capital invested, as reported in 1909, was $129,288,000, a gain of $39,889,000, or 45 per cent over $89,389,000 in 1904. The average capital per establishment was approximately $356,000 in 1909 and $224.000 in 1904.

The value of products was $92,095,000 in 1909 and $79,608,000 in 1904, an increase of $12,487,000, or 16 per cent. The average per establishment was approximately $254,000 in 1909 and $200,000 in 1904.

The cost of materials used was $32,119,000 in 1909, as against $26,146,000 in 1904, an increase of $5,973,000, or 23 per cent. In addition to the component materials which enter into the products of the establishment for the census year there are included fuel, rent of power and heat, and mill supplies.

The value added by manufacture was $59,976,000 in 1909 and $53,462,000 in 1904, an increase of $6,514,000, or 12 per cent. This item formed 65 per cent of the total value of products in 1909 and 67 per cent in 1904. The value added by manufacture represents the difference between the cost of materials used and the value of products after the manufacturing processes have been expended upon them. It is the best measure of the relative importance of industries.

The miscellaneous expenses amounted to $8,961,000 in 1909 and $5,912,000 in 1904, an increase of $3,049 000, or 52 per cent. Miscellaneous expenses include rent of factory or works, taxes, and amount paid for contract work, as well as such office and other expenses as can not be elsewhere classified.

The salaries and wages amounted to $44,293,000 in 1909 and $41,228,000 in 1904, an increase of $3,065,000, or 7 per cent.

The number of salaried officials and clerks was 3,575 in 1909 an 3,040 in 1904, and increase of 18 per cent; their salaries increased from $3,940,000 to 4,993,000, or 27 per cent.

The average number of wage earners employed during the year was 68,911 in 1909 and 63,969 in 1904, an increase of 8 per cent; their wages increased from $37,288,000 to $39,300,000, or 5 per cent.

The primary horsepower was 128,532 in 1909 and 91,476 in 1904, an increase of 40 per cent.

The average horsepower per establishment, considering all establishments, was approximately 354 horsepower in 1909 and 229 in 1904.

The total plate glass cast constituted 60,105,694 square feet in 1909 and 34,804,986 in 1904, an increase of 73 per cent. Of this there were made for sale, in the rough, 205,690 square feet in 1909 and 17,784 in 1904, an increase of nearly elevenfold. The polished glass obtained from the total cast was 47,370,254 square feet in 1909 and 27,293,138 in 1904, an increase of 74 per cent. Window-glass production amounted to 6,921,611 50-feet boxes in 1909, and 4,852,315 in 1904, an increase of 43 per cent; cathedral glass, 7,405,980 square feet in 1909, and 6,615,093 in 1904, an increase of 12 per cent; and skylight, 15,409,966 square feet in 1909 and 15,255,541 in 1904, an increase of 1 per cent.

Of pressed and blown glass the number of dozen of globes and other electrical goods was greater than any other kind—11,738,798 dozen in 1909 and 1,901

415 in 1904, an increase of 517 per cent. Jellies, tumblers, and goblets numbered 11,687,036 dozen in 1909 and 7,346 214 in 1904, an increase of 59 per cent. Blown tumblers, stemware and bar goods numbered 9,182,060 dozen in 1909 and 6,282,606 in 1904, an increase of 46 per cent.

Under the head of "bottles and jars," "prescriptions, vials, and druggists' ware" were greatest in quantity, being 3,624,022 gross in 1909 and 3,202,586 in 1904, an increase of 13 per cent.

The varieties known as "beers, sodas, and minerals" decreased slightly, and "liquors and flasks" decreased 13 per cent.

EXCHANGING SLOW SELLERS.

D. H. Holmes Co., Ltd.,
New Orleans Nov. 3.

Editor Crockery and Glass Journal.

Dear Sir—I would like to suggest an innovation for the trade paper which should prove to be extremely valuable to buyers in general—that is, to adopt what might be called an Exchange Column, in which a buyer who had made a mistake in the purchase of merchandise for a certain place might dispose of his "buy" without any great loss to a buyer in another place who had a demand for the goods. As an illustration: In the selection of open stock patterns I have in the past chosen a design which I thought ought to go in my territory, only to find it was a dead one, while in another city it was very much alive. A short while ago I was in a department in another city where I could have closed out the design. I found the buyer had in his stock a pattern which I would have taken from him with alacrity; but he didn't know what I had and I didn't know what he had.

This Exchange, if adopted, would adjust a condition of this kind at once Two buyers would be relieved, two manufacturers would have their patterns made active, and all parties interested would better appreciate the trade paper that made this exchange possible. The principle applies to all classes of merchandise. Think it over, I think it would be a good thing for you to adopt.

Very truly yours,
N. L. Clark.

[Simplest thing in the world. Parties desirous of entering into such transactions have but to send on the particulars for insertion in our "Special Notices" column under the heading "For Exchange." —Ed.]

A TREATISE ON CERAMIC INDUSTRIES.

WE are in receipt of a new and revised edition of Emile Bourry s "Treatise on Ceramic Indus tries," a complete manual for pottery, tile and brick manufacturers, translated from the French, with some critical notes by Alfred B. Searle. Mr. Bourry's work has long been recognized as standard by the practical potter, who finds the exhaustive re searches of Seger demand more time for study than he can devote to such matters, while other works lack the good classification and concise method of statement which is one of the best features of this able book. It is intended as a manual for practical men rather than a handbook for the scientist. It has no fewer than 308 illustrations, showing among other things kilns for drying clay, calcining flint, stamp mills, stone crushers, granulators, sand separators, granulating rolls, sifters, filter presses, etc., and is full of suggestions which the practical potter can turn to account.

It is published by Scott, Greenwood & Son, England, and is on sale in New York by D. Van Nostrand & Co., price $5 net.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN with experience in selling art glass domes. Good position for good man. Salary or commission. J. B. Bruenn, 115 South Fourth Ave., Mt. Vernon, N. Y.

WANTED—Salesmen in every locality of the United States and Canada to carry a glass specialty as a side line Commission, twenty-five per cent. Write now for full information. Address Box 770, this office.

WANTED—Salesman in the Western States to carry wrought iron and brass gas fixtures as a side line. Address United States Wrought Iron Gas and Electric Fixture Co., 242 Canal Street, New York.

SALESMEN wanted by an importer of crockery and glassware. Splendid opportunity for successful men. Answer should state experience, expectations and territory covered, and will be held confidential. Address Importer, this office.

SITUATIONS WANTED.

MARRIED man. Strictly temperate. Twenty years as salesman in crockery, cut glass, silver and housefurnishings Age thirty-five years. Competent to manage store. References given. Address Box 771, this office.

FINKE Cut Glass
45 West Broadway,
New York.

ORIENTAL GLASS CO.,
MANUFACTURERS OF
Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby Mat and Gold, Crystal Mat and Gold.
COLORED CATALOGUE AND PRICE LIST ON APPLICATION.
Office and Works: PITTSBURGH PA., U. S. A.

ALBERT R. MARRYATT,
57 Murray St., New York,
Representing
Pioneer Cut Glass Company
Manufacturers
Rich American Cut Glass
And Specialties in
Olive, Celery and Salted Almond Sets

CROCKERY & GLASS JOURNAL

NEW YORK, NOV. 16, 1911.

TALKS ABOUT BUSINESS-BUILDING.

By A. F. SHELDON,

Formulator of the Science of Business-Building and Editor of "The Business Philosopher."

TALK No. 7.

EQUALLY important is the third success injunction, know your business.

This means more than know your job, though you should make sure you know that first. After that, however, you should get busy and know the job above yours. Yes, even the job above that. For the fellow just above you may not be able to fill the job above him, If you can, there is your chance.

While it is the doing that counts in the battle for success, it is not the doing that starts the battle for success. It is your preparation to do the things that should be done when the opportunity arrives that makes you "make good" at the supreme moment.

Make the world need your service, and the world will pay you for your service. The more you make the world need it the better it will pay you.

Who is the man who is always looking for a job? The efficient man or the inefficient man? Is it the fellow who brings in the weather report or the salesman who hustles and gets the orders? Is it the bookkeeper who strikes his balance "first pop" or the fellow who adds the year of our Lord in his columns and then takes a week to discover the result of his mind wandering? Is it the aspirant for histrionic honors who thought "shuffling off this mortal coil" in Hamlet's soliloquy meant "to take off your clothes," or the actor who has mastered his art to perfection—the Garrick, the Siddons, the Booth, the Bernhardt. the Irving, the Mansfield—that takes the world by storm?

The man who takes the world by storm must be able to do something worth while. Is it the railroad clerk who gets his traffic charges mixed and charges you passenger rates on a car-load of pigs, or the Harriman or the Hill who masters railroad technique to perfection, that becomes the president of the road? Is it the one-hundred and fifty-word-a-minute stenographer or the graduate of the "four weeks' course in shorthand" whose notes are as undecipherable to him as a chop-suey bill of fare in original Chinese would be to us, who is always looking for a job?

Edison says, "Genius is not an inspiration, but perspiration." Edison is partly right—but partly wrong. It is more than perspiration—hard work.

Why are so many men always looking for a job? I will tell you the reason. It is because the world is always looking for competent service. It is not going with a searchlight looking for the man who wants a job—but the man who can fill the job is always sure of the job. The job wants him—more jobs than he can fill. Job-hunters are not job-fillers, and job-fillers are not job-hunters.

To be a job-filler you must be a man whose positive or success qualities are developed. The world doesn't want sick men, but well men; not moral wrecks, but reliable men; not timid men; but bold men.

Obey the laws of health. develop the powers of your mind—your thinker, your feeler, your remembrer. Give these three the proper exercise, and the world, because of the efficient service you may render, will recognize you as a competent man. Then develop your "imaginer" and your "willer" and it will recognize you as an exceptional man—a man of initiative. You will stand at the threshold of success.

The fourth and last success injunction is, apply your knowledge of yourself, of the other fellow, and of your business. In other words, use your will. Get action.

Since health is a requisite of success, keep well. To do this you must obey the laws of physical well-being.

Since knowledge of human nature is a big success asset, acquire it. To do this you must study.

Since knowledge of your business is an essential, master its technique. To do this diligent application is necessary.

If you have done this you are ready now to enter the business or professional world. Its rewards will be yours if you apply the knowledge attained correctly—get the right kind of action.

Thousands of books are written that will never be published. There are thousands of inventions which will never bring aught to their makers. There are thousands of industrious lives that will end in despair and defeat. Why?

Because, while many people act, they do not act in the right way to succeed.

It is hard work and plus and plus. Is it hard work plus knowledge? Is that a satisfactory definition to your mind? It is not to mine.

My definition would be, genius is hard work plus knowledge, plus initiative. It is a combination of energy, acquisition, and constructive imagination. Hard work only never made a man a genius or a success. Knowledge only never made a man a genius or a success. Initiative only never made a man a genius or a success.

So Edison did not utter a real truth, but a half-truth only. We forgive him because of the humor of his remark.

You can work hard, and waste your energies because you lack the knowledge to apply your energies in the proper channels. Your mere knowledge may make you a book-worm, and a book-worm is not a success. You may have initiative, but lacking the proper knowledge and the energy to acquire this knowledge your initiative will be impracticable.

You must know what to do—how to do it—and then know how to do it in a better way than the other man—that is, in a new, more original way—if you want a big success. Keep on the beaten track and you will attain only mediocrity. Get off the beaten track too much, and you will be eccentric. The world might be amused at you, but it would distrust you.

Do not desert the beaten track entirely, but add new branches—open up new avenues for achievement—and you will be a success—a genius. The world is always looking for a better way to do things. The world is willing to pay—and pay high—if the new way proves the better way.

PACKING CHARGES TOO HIGH.

THE board of general appraisers on Monday gave a hearing to representatives of Oriental goods and chinaware importers who object to the inclusion in the dutiable value by the customs officials of certain so-called packing charges. Judging from the firms represented at the hearing, practically the entire trade is affected by the action of the customs authorities at New York and San Francisco.

Oriental merchandise of all kinds, together with chinaware, are entered chiefly at the two ports named. Recently the collectors of customs, acting presumably under instructions from the Treasury Department, began increasing the percentages of packing charges to make foreign market value for the exaction of duty. According to the list of testimony placed before the members of the board, the advances are excessive and result in the payment of an oppressive duty. The charges have to do with the straw coverings and labor entering into the preparations of the goods preliminary to shipment to this country. The board will make a decision in the controversy shortly.

THE CONDITION OF BUSINESS.

New York

A falling off in trade has been noticed this week, particularly by men on the road, some of whom have found it expedient to come home. The condition among the stock houses has also been a little disappointing in the matter of volume. Orders have been numerous, but for small amounts. A redeeming feature is the demand for goods for spring delivery, particularly among the French importers. Most of them say that they are doing more than at any time since 1907. The English importers have about rounded up the trade for the fall, and report a fair business. The call for German goods still continues to head the list. The Japanese importers are getting a good business in some instances. They are taking import orders for next year, and the larger houses are not complaining. In domestic crockery the factories are all working full, and are doing an excellent business. The glass houses, too, also report a large demand, but there is much complaint about prices. The cut glass men are doing better all around, some of them being exceptionally busy. The lamp trade is in a fair condition, the demand for high priced goods being fully normal.

Retail trade is not booming in the city. The best that can be said of it is that it is holding its own. Business is better in the country, the regular dealers doing fairly well.

Although present conditions are only fair, there is a decided feeling throughout the trade that the bottom has been reached and that next year will be a good one. Of course there is always the Presidential campaign to be reckoned with; but as we have been through things of this kind before and emerged successfully, there is no reason to doubt but that we shall live through the next one. One thing is very certain: the people are tired, and more than tired, of the political rule which harasses the country. Merchants have waited on the action of these professionals about long enough, and there is a general feeling that hereafter they will be ignored and that business men will attend to business.

Pittsburgh and Vicinity.

The glsss business was a little erratic the past week. Still, all manufacturers appear to have ample orders on their books, some stating that they even have a little more than they can comfortably take care of.

East Liverpool and Vicinity.

Orders have been spasmodic in character the past week, although the premium business continues strong, with a demand for early shipments. Dinnerware is also moving rather freely, but the bulk of the business is for limited quantities.

The New York Crockery and Glass District.

Alex. Menzies, New York representative of the John B. Higbee Glass Co., received this week a new bottle produced by the concern which is an advance over anything in the vacuum bottle line ever made. It has a wide mouth and a bail, and is designed for solids. You can keep baked beans or anything of that nature for hours as good as when put in. As an instance, one was filled with ice cream and kept in the kitchen for seventy-two hours, and when taken out the cream was as solid as when it went in. Mr. Higbee was in town this week, and is jubilant over the success of the Higbee hot or cold sanitary bottle.

Warren H. Dunn Co. will handle the jet teapots produced by the new Paden City (W. Va.) Pottery Co.

George F. Bassett & Co. are carrying in stock English earthenware, French china, and their own specialty, Bassett China. So large is the variety of new and desirable goods that they feel warranted in calling their establishment the "Dinnerware House of America."

Bawo & Dotter are advertising holiday goods. The term covers a multitude of objects. In going through their immense warerooms one can pick out a small article which retails at five cents, and so on up through fancy goods, short lines, open stock dinnerware and regular dinner sets running up into hundreds of dollars, and get value received in every instance. An item of interest to buyers may be that they have some dolls in stock, together with china tea sets. Late comers, or those who have not been provident enough to order sufficient in advance, can supplement their lines by a call at these warerooms.

Louis Wolf & Co. have their lines of import china, spring delivery 1912, all in fine array, and are booking orders to a very comfortable extent. Their china lines show the very latest designs and patterns, and with the probability of a better trade in the spring dealers will do well to place their orders in time. They have also in stock and ready for delivery at once a varied line of china, dolls, toys and tea sets.

A. R. Marryatt took hold of the Crescent Cut Glass Co.'s line last wee kand anticipates great results. It is an excellent all-round line, carrying many first-class designs at moderate prices.

The Williamsburgh Flint Glass Co , with New York offices at 74 Park Place, are prepared to make special molds for private parties in addition to their regular line of lamp chimneys, lantern globes and gas and electric globes both in crystal and colors.

A special line of separate decorated lamp globes is on view at the New York showrooms of the Fostoria Glass Co. The rich combinations of color and design make them very desirable, and the great variety shown would enable a manager of a department to make a selection to meet all demands.

Robert Slimmon & Co. are showing some very pretty things from Weatherby's. Their "Royal shape is exceedingly graceful, and among the various decorations are plain prints, prints and gold, and a very striking Persian design in strong colors which is shown both with and without gilt lines and brush work. These goods are noted for their durability, and are meeting with favor at the hands of the trade.

Fred Skelton is showing some very good things from the Crystal Tumbler Co., of Morgantown, W. Va. As the name indicates, their specialty is tumblers, of which they make a very large line. J. M. Wood, a resident of Morgantown, was last week elected to the presidency of this company.

The Pittsburgh Lamp, Brass and Glass Co., who are running their three plants in all departments to the fullest capacity, are offering bargains in some of their lines at the New York warerooms. Buyers

of holiday goods will find some things there that they can use to advantage.

Edward Miller & Co. are augmenting their line of samples every week. The reputation this firm has made for high grade goods is an enviable one. Someone has used the term "made like a watch" relative to certain goods, and the phrase could be equally well applied to the products of this firm.

J. Duncan Dithridge has just put upon the market a line of cut glass which is unique. It is one of the finest designs ever cut in glass.

The pressed colonial globes and shades which Wm. D. Dougherty is showing in the local warerooms of the Consolidated Lamp and Glass Co. have become very popular with the trade. Their statement that the glass "looks like cut and acts better" comes very near hitting the mark, and it is certainly very much cheaper.

W. D. Finke is comfortably installed in his renovated warerooms, and is showing some very pretty patterns in cut glass. The main room is particularly well adapted for display, being shut off in a measure from the street noises, and buyers find it pleasant to make their selections in this retired spot.

As we go to press the cut glass organization inaugurated at Buffalo a couple of months ago is holding a meeting at the Grand Hotel, this city.

AT ST. LOUIS.

GENERALLY speaking, crockery and glass trading in the Mound City is tame for this time of the year, although the demand for bar and restaurant supplies has been keeping up very gratifyingly. In the main, buying by the dealers has been done cautiously and conservatively, and generally in limited lots. Notwithstanding this, holiday shoppers will experience little difficulty in finding most anything that can be created in glass or china

Some of the department stores have been pulling off great stunts in special cut glass sales during the past several weeks by advertisIng and selling "Fifteen-dollar values at $2.98." These performances have a very depressing influence upon local jewelers, from whose well-stocked establishments very little of the precious goods have thus far moved.

Demand for crockery is better than for table glassware; but that is not to be wondered at when the fact is taken into consideration that the town is simply glutted with the cheapest and frailest lot of glassware that could be turned out of the tanks. To be sure, the producers of high class table glassware are well represented here; but aside from a few well-kept jobbing establishments and a few department stores in the immediate shopping district no glassware of real merit is being offered to the public. "Nobody wants glass" is the general remark of the dealer, and it will no doubt be reiterated until the merchants realize that the public's desire for inferior glass products is fully satiated and that it wants something better than it has been getting Frail, cheap glassware is dear at any price, whereas goods with body and strength combined with beauty and brilliancy will readily commaud the slight difference in cost. If the Mound City glass trade is unsatisfactory the dealer has himself to blame. He points to the five and ten cent store as his deadly enemy, overlooking the fact that the installation of superior goods will hoist him above the five and ten cent store's competition.

IN THE FAR WEST.

THE Standard Furniture Co , of Seattle, Wash., do a large business in china, glass and housefurnishings, the entire third floor being given over to these goods. J. F. Neimann is manager of this department and it is due to him that it has attained its present high standing.

The Grote-Rankin Co. have recently moved into a fine new building in Seattle. Here also the third floor is devoted to china, glass, lamps, and kindred lines, with Mr. Hoaglin in charge. This is a branch of the Spokane store, the largest in the latter city.

The M. A. Gottstein Furniture Co , Seattle, makes a good display of china, glass, lamps and housefurnishings under the management of Mr. Armstrong.

The motto of the Edward London Department Store, Seattle, is "biggest bundles for the money," and they live up to it. All the departments have been greatly enlarged, especially that of crockery and glass. The progress made in this store is simply phenomenal. Mr. Engel has the piloting of the china, glass and housefurnishing craft, and he finds it easy sailing.

The Standard Houefurnishing Co., Tacoma, display an excellent array of china, glass and housefurnishings. Mr. Gregory, the president of the concern, is buyer. His brother is a most able assistant, and together they have brought the store up to its present high standing.

L. Schoenfeld & Son Co., who handle fine furniture at Tacoma, have turned over half of the main floor to crockery, glass and housefurnishings. The business is a most progressive one and characteristic of this new country.

B. V. HENDERSON DEAD.

LAST Saturday afternoon Benjamin V. Henderson, of Blakeman & Henderson, importers of French china at 25 West Broadway, died suddenly Saturday morning he had left his home at Tenafly, N. J., taking his regular train and arriving as usual in New York, where he attended to his duties.

Mr. Henderson began his career with P. H. Leonard in 1884, when he was sixteen years old. When Mr. Leonard went out of business in 1896 he and Frank I. Blakeman set up for themselves, taking over a part of Mr. Leonard's line.

The deceased was a steady, methodical man, very domestic, and much liked. He was forty years old, and leaves a widow and two small children. The funeral was held on Tuesday at Tenafly.

He was a member of the Salesmen's Association and the Royal Arcanum.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 14, 1911.

ANTWERP

8	packages	glassware — C J Dierckx
88	"	" — Geo Borgfeldt & Co
1,501	"	" — Miscellaneous Orders
8	"	earthenware — L Straus & Sons
28	"	" — L D Bloch & Co
11	"	" — Miscellaneous Orders
18	"	chinaware — Vogt & Dose
3	"	" — Miscellaneous Orders
23	"	toys — B Illfelder & Co
10	"	" — Miscellaneous Orders

BREMEN

2	packages	glassware — L Straus & Sons
16	"	" — H Endemann
259	"	" — Strobel & Wilken Co
224	"	" — Miscellaneous Orders
18	"	earthenware — Geo Borgfeldt & Co
2	"	" — Knauth, Nachod & Kuhne
6	"	" — Bawo & Dotter
55	"	" — Koscherak Bros
31	"	" — Miscellaneous Orders
73	"	chinaware — Strobel & Wilken Co
505	"	toys — Geo Borgfeldt & Co
16	"	" — F W Woolworth
3	"	" — C B Rouss
4	"	" — G W Travers
6	"	" — Bawo & Dotter
3	"	" — Knauth, Nachod & Kuhne
469	"	" — Strobel & Wilken Co
535	"	" — Miscellaneous Orders

GLASGOW

286	packages	chinaware — Haviland & Co
11	"	" — Herman C Kupper
13	"	" — H R Churchill
27	"	" — Miscellaneous Orders

ROTTERDAM

221	packages	earthenware — Bawo & Dotter
5	"	" — L D Bloch & Co
21	"	" — Miscellaneous Orders
32	"	glassware — Graham & Zenger
9	"	" — Geo Borgfeldt & Co
14	"	" — Miscellaneous Orders

LIMOGES

95	packages	chinaware — Theodore Haviland & Co

HAMBURG

13	packages	glassware — Fensterer & Ruhe
11	"	" — J Wygand & Co
19	"	" — N Wapler
26	"	" — L Straus & Sons
23	"	" — Kmy-Scheerer Co
14	"	" — Koscherak Bros
13	"	" — Knauth, Nachod & Kuhne
3	"	" — Lazarus & Rosenfeld
31	"	" — Eimer & Amend
42	"	" — Geo Borgfeldt & Co
33	"	" — F Bing & Co
19	"	" — Strobel & Wilken Co
577	"	" — Miscellaneous Orders
149	"	earthenware — Bawo & Dotter
29	"	" — Herman C Kupper
127	"	" — Geo Borgfeldt & Co
21	"	" — F Bing & Co
128	"	" — L D Bloch & Co
140	"	" — F W Woolworth
19	"	" — Lazarus & Rosenfeld
44	"	" — Fenesterer & Ruhe
4	"	" — O Goetz
83	"	" — B Illfelder & Co
81	"	" — L Straus & Sons
245	"	" — Miscellaneous Orders
151	"	chinaware — Strobel & Wilken Co
286	"	toys — B Illfelder
215	"	" — Samstag & Hilder Bros
2	"	" — C B R uss
2	"	" — F A O Schwartz
34	"	" — Bawo & Dotter
76	"	" — Strobel & Wilken Co
857	"	" — Miscellaneous Orders

LIVERPOOL

9	packages	earthenware — The Rowland & Marsellus Co
6	"	" — Bawo & Dotter
5	"	" — Lazarus & Rosenfeld
9	"	" — W H Plummer
28	"	" — Maddock & Miller
19	"	" — R Slimmon & Co
6	"	" — L Straus & Sons
2	"	" — Fenesterer & Ruhe
43	"	" — W S Pitcairn
16	"	" — F W Woolworth
15	"	" — E Boote
13	"	" — Fondeville & Van Iderstine
5	"	" — Ed Butler
16	"	" — George Hamilton
18	"	" — H C Edmiston
14	"	" — Meakin & Ridgway
32	"	" — Miscellaneous Orders
12	"	toys — Geo Borgfeldt & Co
2	"	" — Miscellaneous Orders

HAVRE

35	packages	chinaware — Wm Guerin & Co
9	"	" — Miscellaneous Orders

SOUTHAMPTON

16	packages	chinaware — Bawo & Dotter
21	"	" — H Creange
10	"	" — J H Venon
4	"	" — L D Bloch & Co
60	"	" — Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

47	packages	earthenware — Jones, McDuffee & Stratton Co
15	"	" — Mitchell, Woodbury Co
10	"	" — A W Chesterton
1	"	" — Pitt & Scott, Ltd
24	"	" — American Express Co
4	"	" — Meakin & Ridgway
1	"	" — R F Downing & Co
3	"	" — Rowland & Marsellus Co
8	"	" — Bigelow Kennard & Co
2	"	" — Miscellaneous Orders

FOUNDED IN 1874.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 16, 1911

OUR annual Holiday Number is in rapid process of compilation. Advertisements are printed in the order received, and those who have engaged space should forward copy immediately if they desire favorable positions.

WHAT IS CHINA?

China (See PORCELAIN).

Porcelain, *n.* [F. *porcelaine*, It. *porcellana;* orig., the porcelain shell, or Venus shell (*Cypraea porcellana*), from a dim. fr. L. *porcus*, pig, probably from the resemblance of the shell in shape to a pig's back. Porcelain was called after this shell, either on account of its smoothness and whiteness, or because it was believed to be made from it.] A fine translucent or semi-translucent kind of earthenware, made first in China and Japan, but now also in Europe and America;—called also china, or china-ware.

It will be seen from the above that the dictionary gives very little idea of what the china of commerce is to-day. Originally made from a mass of plaster, eggs, shells of marine animals, locusts, and things of that sort, it is now composed of clay, flint, feldspar, and in some cases an admixture of bone dust or other ingredients. Various peoples make use of different materials to produce different kinds of china, the result being that we have English, French, German, Austrian, Swedish, Italian, Russian, Chinese, Japanese and American wares, all claiming recognition as china, and yet all differing in texture and hardness of body or glaze.

Perhaps the shortest definition, divested of technical terms, is that it is made with clay as the foundation, and when fired is so thoroughly vitrified that it will not absorb acid, ink or grease—its fractured edges being equally impervious.

On the other hand, common earthenware may be so thoroughly vitrified that acids will not penetrate it.

The idea of translucency being a distinguishing feature applies only in a measure, depending on its thickness. If the ware is thick its translucency may be very slight. So marked have been the improvements in earthenware that the so-called semi-porcelains of England and America, while not vitrified, are semi-translucent when very thin. Yet this ware makes no claim to being china.

The Japanese and Chinese porcelains are very much like glass in their composition, and there is no dispute as to their being surely china.

For commercial purposes, then, china is a translucent (?) thoroughly vitrified earthen body with a transparent glaze.

This is the best definition that can be given, for so vague is the line of demarkation, and so close is the resemblance between some kinds of china and some kinds of earthenware, that the most scientific experts differ.

PERSONAL.

THE District has lost one of its prettiest and brightest girls. Miss Nellie Louise Beal, who for thirteen years has been with the Dohrmann Commercial Co. at 25 West Broadway, was married November 8 to the Rev. Gaston Laas, of Corona, L. I. Mrs. Laas was a very efficient business woman, and in the absence of Mr. Lindner—and before his time Mr. Nieper—had entire charge of the large business of that concern. She will no doubt be just as capable as a wife, and congratulations are extended to the lucky man who won her.

P. L. Beck, of the Baltimore Bargain House, was in New York last Friday and Saturday placing orders for import spring delivery.

To see the New York representative, A A. Bean, was what brought Charles Wiederman, secretary of the Laurel Cut Glass Co , Jermyn, Pa., to town on Monday. He says that they are so busy at the works that it is uncomfortable.

A. B. Levan and G. C. Robinson, of Kinney & Levan, were placing import orders for Japanese goods, spring delivery, the latter part of last week.

Herr Tschernich, of Tschernich & Co., Haida, Bohemia, is in the United States paying his periodi-

cal visit to the principal cities where his firm has customers. The concern is well known for its rich glass inlaid with gold, engraved work and exquisite rock crystal cuttings.

⚜

L. Heiman, of Danville, Va., was buying glass, etc., in the District last week.

⚜

Herman C. Kupper has started on a handshaking trip through the Middle West, and expects to remain away until about December 1.

⚜

Andrew Stock, of the Oriental Glass Co., Pittsburgh, was in New York last week. He said business was excellent.

⚜

George H. Service, who has just returned from a trip through the Middle West, has nothing but good to say about results. Mr. Service will leave on Sunday night for a trip through New England and Canada.

⚜

Bickley Bros , Glens Falls, N. Y., were in town last week buying for holiday trade.

⚜

E. Torlotting was last heard from at Louisville, Ky. St. Louis and Chicago are his next points of call.

⚜

Robert Orr, with S. P. Dunham Co., Trenton, N. J., was in town this week placing orders for dolls and toys.

⚜

A. D. Weddle was always a bright young man. He cut his eye-teeth, as the saying goes, long ago. And he is still teething—wisdom-teething this time. He was writhing in pain one day this week when the writer called at the Cambridge Glass Co.'s office. We would advise competing salesmen to look out Weddle was never slow in getting business, and with the added knowledge that comes with the possession of wisdom teeth he will most likely be a whirlwind.

⚜

We are glad to report that Paul Vollrath has quite recovered from his recent operation, and is attending to business again. This week he spent in Boston with a complete line of samples.

⚜

A. R. Schoenborn, who has a prosperous china, glass and housefurnishings store at Hackensack, N. J., was in the city last Friday, and by the way he placed orders has every confidence in the business outlook.

⚜

W. H. Nichols, Newtown, N. J., was an extensive purchaser of glass and china last Friday. Mr. Nichols is quite prominent in the affairs of his own city, having been mayor and held other important offices, such as city treasurer, etc.

⚜

J. H. Cecil Watson, formerly with Bigelow, Kennard & Co., Boston, is now with Bawo & Dotter, Ltd., of New York.

⚜

Julius Palme is expected to return from Europe early in December.

⚜

Charles Schuller took up his new duties in the glass department at Bawo & Dotter's on Thursday.

⚜

A. A. Breton, with Shartenburg & Robinson, New Haven, was in the District during the week.

⚜

Mr. Smith, buyer for Waller's Department Store, Rutherford, N. J., was purchasing goods in the District on Wednesday.

⚜

H. C. Fry of Rochester, Pa , came into New York for a short visit on Wednesday. He had been attending the annual reunion of the Fifteenth Pennsylvania Cavalry, of which he was a member during the Civil War. This regiment, it will be remembered, consisted of picked men largely from Philadelphia, and gave a good account of itself all through the campaign.

⚜

A considerable fall in glass occurred in the showrooms of A. P. Doctor on Tuesday last when Thos. Pinder, of the Curran Dry Goods Co , Waterbury, Conn., unconsciously leaned against one the sample-laden tables and it keeled over with a crash. Plain, etched and cut glass was then all the same valne. Peroxide and bandages repaired Tom in short order. The samples were beyond hope.

⚜

J. D. Jardine, with Smith & Murray, Springfield, Mass., was in the District selecting glass and china, accompanied by the buyer of the same department of the Smith-Murray Co., Bridgeport, Conn.

⚜

J. E. Beyer, of Saratoga, N. Y., who was in the District this week buying glass, etc., was asked by a salesman what family he had. He replied that he had four daughters, each one having five brothers. It was some time before the salesman caught on.

⚜

C. L. Jobe, of Jobe Bros , Xenia, O , is staying at the Imperial.

⚜

M. Benford, who travels for Emil Kupfer of Brooklyn in the South, is in the city and will remain here until after Christmas. He has been doing

exceedingly good business since taking up this territory.

Other buyers in town were M C Meyers, with Miller, Rhoads & Schwartz, Norfolk, Va; Miss M Lesenhuber, with J N Adam & Co, Buffalo; J E De Belle, with Miller Bros Co, Chattanooga, Tenn; R J Calm, with Dives, Pomeroy & Stewart, Reading, Pa; J H Lanham, of J H Lanham & Sons, Rome, Ga.

AT BOSTON.

A DEPARTMENT store here has received an interesting letter from a concern at Shanghai, China, calling attention to the fact that they are manufacturers of fans, dolls, cloisonne, notions, china, etc., and stating that their product could be sold at a substantial profit in spite of the heavy import duty, and requesting initial orders. A pithy extract from the letter says: "The States are overrun with cheap and nasty goods from Japan, but our productions are quite genuine and very durable."

The Stewart Five to Twenty-five Cent Stores Co. is a new general department store just incorporated for $50,000.

H. Davis, of Rockland, Me., has established a new five to twenty-five cent store at Belfast, Me. Mr. Davis is in Boston purchasing stocks for his new venture, after which he will proceed to New York.

The new buyer of housefurnishings for J. F. Bailey Co., 615 Washington street, is W. B Kemp, formerly with W. E. Whipple, of Bangor, Me.

J W. Tucker, Southern manager for Mitchell, Woodbury Co., with headquarters at Charlotte, S. C., is in town for a week or two.

Houghton & Dutton Co. formally opened their new Japanese room November 13. J. J. Curry, buyer for the china department, is in charge.

A. C. Hanes, for C. Dorflinger & Sons, New York, is town in this week, from November 12 to 18th.

John Davison, of New York, was a visitor in town this week for the first time since 1905.

J. E. Bostock, of Taunton, was in town last week looking for crockery and glassware as premiums.

Harry A. Burke, of New York, is expected in town this week.

Among the visiting salesman were: Albert R. Marryatt, with Crescent Cut Glass Co.; Alfred B. Evans, with Meakin & Ridgway, New York; Geo. Morecroft, with Ideal Cut Glass Co.

Harry Bridge has opened a five to twenty-five cent store at Newport, R. I.

F. L. Martin, Portland, Me., and W. W. Morse, Augusta, Me., were buying here this week

Roderick Starkweather is to go into partnership with H. A. Brown in the gas portable business at Springfield.

W. A. Purrinton, with H. B. Hollis, is covering Western Massachusetts and Connecticut territory.

Buyers in town included W. D Nutting, Brandon, Vt.; Mr. Illsley, with Barnard, Sumner & Putnam; Mr. Bigelow, witn W. C. Brown, Gloucester; Mr. Sheppard, with T. W. Rogers Co., Lynn; F. A. Lougee, of the Lougee-Robinson Co., Laconia, N. H., T. S. Richardson, Natick; W. G. Shaw, Quincy, Mass ; W. M. Hall, North Attleboro; Mr. Thornton, of Thornton Bros,, Lawrence; Mr. Sturtevant, with Forbes & Wallace, Springfield; James Leary, with J. Samuels & Bro., Providence.

FOR EXCHANGE.

LAST week we published a letter suggesting that a system be established whereby when a buyer had stock which did not suit his trade he could exchange with one who was in a similar position. In response a buyer proffers two open stock patterns, one French and the other English bone china, and a dozen short lines such as plates, cups and saucers, etc. Anyone interested may have particulars by addressing this office.

CAN YOU BEAT THIS?

TWO men entered Cox & Lafferty's warerooms on Monday saying they wanted to look at glassware. They had bought a bowl for thirty-nine cents in a department store and had learned that it was made by the Imperial Glass Co. They were shown the ware and at once picked out one of the Nucut bowls. It did not take long to discover that they were not familiar with the glass business, and when they asked the price on a ten-barrel lot Mr. Cox wanted to know what they were going to do with such a quantity. After evading the question for a time they finally admitted they were going to pawn them! Last week, they said, they had bought a dozen at thirty-nine cents apiece, and before night had worked the pawn-

brokers for six at $3 apiece. They proposed putting men out all around the city, and felt sure they could dispose of ten barrels within ten days. Naturally, Mr. Cox refused to be a party to any such transaction, and the men left, vowing that they would get the ware, even if they had to buy it from the retail stores.

SALESMEN'S ASSOCIATION NOTES.

THE following correspondence will be found self-explanatory:

NOVEMBER 15, 1911

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: Enclosed find copy of a letter sent to Mr. R. E. L Wells, president of the Pottery, Glass and Brass Salesmen's Association. We feel that the members at large will be interested in the message it contains, and beg the courtesy and advantage of your wide circulation in order to so inform them.

In consideration of the fact that a membership contest is already on, we have deferred the opening of this contest until January 2, 1912.

Yours very truly,

JOHN A. REDDAN
P. H. BROWN.

NOV. 9, 1911.

MR. R. E. L. WELLS.

Dear Sir—Conscious of the fact that much of our success since entering business about a year ago has been due to our friends in the Pottery, Glass and Brass Salesmen's Association, and having the future success of that organization at heart, we have decided to offer a prize to stimulate the work of getting new members.

It is our intention to encourage the rank and file of the organization by limiting competition for the prize to them. This, we think, will offset any criticism that the officers and directors, by virtue of their positions, have advantages over the private in the ranks when it comes to enlisting new members in the cause.

We propose to offer a share of stock in the O'Gorman Publishing Co., publishers of the "Pottery, Glass and Brass Salesman," to the member handing in the greatest number of new names between Jan. 2, 1912, and March 15, 1912

In order that the contest may be eminently fair it will be necessary to exclude from the competition all those who are in any way connected with any of the trade papers.

Another provision is that the applications for membership resulting from this contest be reported to us in order that we may make proper announcement of the standing of the contestants from time to time.

We will shortly make public announcement of our intention, and deem it proper, out of courtesy to your office as president of the Association, to make known our plans to you in advance.

The prize we will offer has a par value of $100, which amount we paid for it in cash. We think it a particularly fitting prize for such a contest, as it will enable some member to become part owner of the official organ of the Association. It will, no doubt, kindle into activity much interest that is now only passive.

While the official sanction of the Association is desirable, we will make it an unofficial contest if, in your opinion, such a course is the better one.

Yours very truly,

REDDAN-BROWN.

A meeting was held on Tuesday to pass on the death claim of B. V. Henderson.

The annual meeting will be held Friday, November 17, in the rooms of the Crockery Board Trade, 149 Church street, at 12 o'clock. It will only last about one hour. Show your loyalty to the Association by attending.

NEW CATALOGUES.

IN presenting to buyers their new catalogue, Porcelaines G. D. A. make the following announcement: "Our designers in the past have been fortunate in producing shapes that have met the approval of the public, and we are confident these newer designs will have the same flattering welcome. From this catalogue you will have full knowledge of sizes, shapes, names, prices, and all details as needed in ordering. Our factory is one of the oldest in France—more than one hundred years old—probably the oldest in Limoges, founded in 1797 by the elder Alluaud, who was in 1792 the Mayor of Limoges, and whose descendants have been identified with the factory from 1797 to the present time. During the past thirty years, under the management of Mr. Emile Gerard, the factory has been enlarged, and the newest and best machinery installed." The catalogue contains about eight hundred half-tone illustrations.

"French China for Decorating" is the title of the catalogue just issued by L. Bernardaud & Co. It contains illustrations of about three hundred and fifty shapes, including jardinieres, vases, jugs, tea and coffee sets, boudoir sets, liqueur sets, specialties and dinnerware.

Both catalogues bear the imprint of Reddan-Brown and are very creditable examples of this class of work.

AT PITTSBURGH.

WHILE a fair number of out-of-town buyers have been visiting local jobbing houses during the past week, the orders placed have been in the main for comparatively small lots. Holiday shipments are now being made, and the number of close-outs is increasing. There is little or no trouble in selling these close-outs, as they are being offered in many instances at a sacrifice.

* *

The arrangement of the china and glass department of the Joseph Horne store, under the management of Harry Lewis, is admirable.

* *

Local department stores have had a good demand for light cut tumblers and stem ware during the week,

while the heavy cut patterns and open stock dinner ware have been moving better than for several months.

* *

Records so far show that the business of the local office of Kinney & Levan will go ahead of last year. So many new lines have been added to this exhibit that when one is not moving well there is demand for another.

* *

T. A. Neely, of the Boggs & Buhl store, reports an active nemand for dinner ware and specialties. Inquiry concerning holiday goods has also started.

TRADE TIPS.

THE Gott-Hawn Siegler Co. has started business at Athens, Tex., with $12,000 capital. Catalogues ot cut glass, pottery and glassware are desired.

Waverly, Ia.—M. Boehmler has moved his stock from Frederika and engaged in business with Linow Bros. under the firm name of Boehmler & Linow Bros. Crockery and glassware will be among the lines handled.

Antigo, Wis.—Catalogues of pottery and glassware are desired by the Eberhardt-Legro Co.

North Baltimore, O.—Stouffer Bros., damaged by fire, will reopen. Catalogues of domestic pottery and glassware wanted.

Middletown, O.—John E. Bicher, of Cincinnati, has bought an interest in the business of Harvey J. Adams and the firm will hereafter be known as J. J. Adams & Co. Pottery and glassware catalogues wanted.

New London, Iowa.—Bert Henderson and Henry Carlson have bought out J. E. Peterson. Crockery and glassware will be handled.

Lisbon, Iowa.—C. J. McHugh & Co. have bought out the business of the Moore Hardware Co. Catalogues of pottery, glassware and lamps wanted.

Westville, Conn.—A wholesald and retail business will be done in pottery and glassware by the Edgewood Hardware Co., which has been formed by R. L. Baker and W. Smith Jackson.

Birmingham, Ala.—Larger stocks of pottery and glassware will be handled by the Drennen Co. after their new building is completed.

Shamokin, Pa.—W. C. Hack & Sons Hardware Co., being formed here, want catalogues of pottery.

Ossining, N. Y.—Crockery and glassware will be handled by Barlow & Co , a new concern with $21,000 capital. A branch store is being conducted at Croton-on-Hudson

Jeddo, Mich.—The Jeddo Hardware Co. have opened a new store and want catalogues and prices on pottery.

Colony, Kan. —The Kasbeer-Brown Co. is a new concern here handling pottery, lamps and glassware.

Malden, Wash.—J. W. Mitchell is erecting a new store and will carry stocks of pottery and glassware. Forward catalogues.

Jefferson City, Tenn.—C. E. Hollingsworth has bought out the Jefferson City Hardware Co. and will add pottery and glassware.

Cotulla, Texas.—The Cotulla Mercantile Co. has succeeded to the business of R. A. Goyer. Catalogues of pottery, lamps and glassware wanted.

Cedar, Kas.—J. H. McNeil has bought the controlling interest in the firm of Hartzler & McNeil, Crockery and glassware are a feature of the business

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Oct. 28 '11	Corresponding period 1910	Exports Jan. 1 to Oct. 28,'11	Corresponding period 1910
Boston	621	853	6679	6494
New York	905	1248	6544	7373
Baltimore	1544	1157	9636	11947
Philadelphia	364	346	3768	4840
New Orleans	140	332	804	2001
Newport News	109	21	152	204
San Francisco	125	90	536	93
Portland (Me.)	11	....	556	1029
Galveston	149	100	893	1401
Portland (Or.)	52	25	73	25
Inland Points	50	100	1067	1530
Total	4070	4272	30708	36937

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Oct. 28,'11	Corresponding period 1910	Exports Jan. 1 to Oct. 28,'11	Corresponding period 1910
New York	91	158	8634	7898
Boston	116	70	6649	6281
Philadelphia	66	82	3746	4602
Baltimore	210	....	9552	12010
San Francisco	....	....	645	244
New Orleans	100	12	887	2176
Portland (Me.)	11	....	400	1943
Galveston	....	36	893	1510
Newport News	....	....	52	971
Portland (Or.)	....	....	40	55
Inland Points	1	....	310	1042
Total	595	358	31808	38732

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

"Could the glass manufacturers get as much business and better prices for their goods if they sent their men on the road in January instead of maintaining costly exhibits in Pittsburgh during that month?" was the query propounded by a glass manufacturer to the writer a few days ago. This manufacturer has always had a display of his goods here in January, and will be here next January. He believes, however, that competition is more keen during the exposition period than it is when the boys are on the road; hence he thinks that better prices could be obtained than at the exhibit. The question is one that each manufacturer must work out for himself. The Pittsburgh exhibit has become an established institution, and is likely to remain so.

Just what effect the proposed combination of five large syndicates of five and ten cent stores will have upon the buying of glassware is worrying the manufacturers. There are still two or three syndicates outside of the big combination. It is believed by some that when the buyer of one syndicate lists an article it may be done on an exclusive basis, thus cutting out the possible sale of the same line of goods by a competitor.

One of the largest premium glassware orders of the year has just been placed by a soap manufacturing concern. It is for four-piece table sets, and the contract calls for large monthly deliveries and intermediate drop shipments as per specifications.

Among the buyers in the district during the last few days was Mr. Pitkin, of Pitkin & Brooks, Chicago, accompanied by C. E. Roehling, successor to Mr. Hewitt.

Albert W. Frank and W. J. Ruch, Jr., have started on an extensive Western trip in the interest of the Ripley Glass Co. The entire lines of the Ripley Co. will be carried.

One of the largest lighting glassware orders placed of late was that of the Rosenbaum Dry Goods Co., which was given to the Jefferson Glass Co., Follansbee, W. Va. The lighting experts in this district say that this store is one of the most brilliantly lighted in the city.

The general office and salesrooms of the Pennsylvania Glass Co. have been removed to larger quarters in the McCance Block, where the complete lighting glassware lines of the company are displayed.

Messrs. Frazier and Dillon, of the United States Glass Co., have returned from their fall "fill-in" trips and are now at the home office.

Charles R. Boyce, of East Liverpool, was here placing orders for glass last week.

Those glass manufacturers who in the past have had large orders for salt and pepper shakers say that their business is not as extensive as formerly. The china shaker has taken the place of glass in many instances, with the result that sales of the latter have materially decreased.

There has been no change in the selling lists of chimneys of late, although manufacturers and selling agents say that quotations are really lower than they should be.

Chicago, Ill.

The General Glass Mfg. Co. has been formed here with a capital of $10 000. The manufacture of lamps will be featured by this company, which has been incorporated by R. S. Fox, J. S. Miller and H. S. Hansom, all of this city.

Rochester, Pa.

There is considerable activity in the glass business in this locality, all plants being worked to capacity. The Rochester Cut Glass Co. reports September and October the heaviest months in the history of the company. Besides making a feature of the cut tumbler business, the company is also placing several attractive cut glass specialties before the trade, the patterns of which are exclusive.

The H. C. Fry and the Beaver Valley Glass Co. are very busy on blown lines and cut goods, both plants being operated to capacity.

THE LONG AND SHORT HAUL.

MEMBERS of the Interstate Commerce Commission felt that they had unexpectedly won a substantial point in the inter-mountain or long and short haul cases when the full decision of the Commerce Court in the injunction proceedings was made public Tuesday. Although the orders of the Commission in these cases were enjoined, the court held that the long and short haul clause as amended is constitutional.

The practical effect of the Commission's order is either to compel a blanket rate from the entire East to the entire West or to prevent the carriers from getting all the business which they now secure without loss by making rates which enable merchants to meet market competition.

EXPORTS, ONE BILLION DOLLARS.

THE value of manufactures passing out of the United States in the calendar year 1911 may exceed one billion dollars. This estimate is based upon figures of the Bureau of Statistics, Department of Commerce and Labor, covering the exports of manufacturing in the nine months ending with September, 1911, which amount to 478½ million dollars for finished manufactures and 240½ million for manufactnrers for further use in manufacturing, making the total exports of manufactures in the period named 719 million dollars, against 612 million in the like period of 1910. The increase in the 9 months of 1911 over the like period of 1910 is 17.48 per cent, and in case the increase during the renainder of the year continues at the same rate the total value of manufactures passing to foreign countries during 1911 will be about 970 million dollars, When to this is added the value of manufactures going to Alaska, Porto Rico and Hawaii, not included in the exports to foreign countries, the total outward movement of manufactures from continental United States in 1911 will pass the billion dollar line. This will bring the total value of manufactures exported in 1911 to more than twice that of ten years ago and more than five times that of 20 years ago, the exports of manufactures in 1901 having been 447½ million, and in 1891 about 185 million dollars.

Practically all the leading articles of domestic manufacture show increased exports when compared with the preceding year, many of them making new high records in the year now approaching its close. Iron and steel manufactures, which head the list of domestic manufactures exported, give promise of a total of 250 million dollars in the calendar year 1911, compared with 201 million in 1910 and 102½ million in 1901, a decade earlier. Copper manufactures, including pigs, bars, etc., will approximate 100 million dollars in the year's exports, compared with 94 million in 1910 aud 33½ million in 1901. Refined mineral oil will also exceed 100 million dollars in the calendar year 1911, as against 89 million last year and 67 million in 1901. Wood manufactures give indications of exceeding 90 million dollars in 1911, compared with 82 million in 1910 and 46 million in 1901.

The gains shown in the four great classes of manufactures already discussed are typical of those made in other important classes of less magnitude in the export trade. The indicated totals in the full year's export trade are, in the case of agricultural implements, nearly 40 million dollars, compared with 31 million last year and 17 million a decade ago; cotton manufactures, 45 million dollars in 1911, against 35½ million in 1910 and 26 million in 1901; leather and its manufactures, 50 million dollars, compared with 53½ million last year and 29 million a decade ago; chemicals, etc , 23 million dollars in 1911, compared with 22 million in 1910 and 14 million in 1901; and cars and carriagea, about 35 million dollars in 1911 against 25 million in 1910 and 11 million in 1901. A noteworthy feature in this last named class is the rapid development of the export trade in automobiles, which has risen from less than a half million dollars in the last half of the calendar year 1901, the earliest period for which the record was kept, to 13 million in 1910 and an indicated total of 15 million in the year ending December next.

A study of our exports as to countries of destination indicates a world-wide distribution of domestic manufactures, such industrial centers as the United Kingdom, Germany and Belgium sharing with agricultural and comparatively undeveloped sections such as Canada, Argentina, Mexico and China in their increasing purchases of American manufactures. Under the head of iron and steel manufactures, for example, our type-writers are sold chiefly in Great Britain and Germany; our metal-working machinery in Germany and the United Kingdom, with France and Canada as other important markets. Our sewing machines are exported principally to the United Kingdom, Germany and Brazil; and our steel rails, mostly to Canada, though Japan, Argentina, Mexico and oriental countries are also important markets. Canada, the United Kingdom and Australia are the leading market for American automobiles exported. Our exports of agricultural implements to Europe (chiefly Russia, France and Germany) exceed the combined exports thereof to all other parts of the world, though as single markets Canada and Argentina rank next to Russia. American leather is exported largely to the United Kingdom, Germany and Netherlands; boots and shoes chiefly to Cuba, Canada and the United Kingdom. American cigarettes are exported mostly to India and China; plug tobacco to Australia; and American illuminating oil in large quantities to China, the United Kingdom, Germany, Netherlands, Japan and India, and in not inconsiderable amounts to countries representing every grand division of the globe.

Among the Potteries
East and West

East Liverpool and vicinity.

The other day we got orders amounting to $600 worth of ware," said one sales manager," and not one of them was for more than $25 worth of goods. This shows the way some of the buyers are covering their wants this season. It appears to me that these same buyers would fare better if they would order in more liberal quantities, for they would save both package and shipping charges."

* *

The modelers of this territory are busy making shapes for new specialties. Six new plain shapes will also be placed on the market in January, the number being about equally divided between local and outside potteries.

* *

The Homer Laughlin China Co. is now operating all of its properties, one of the idle East Liverpool plants having been placed in full commission.

* *

F. F. Debolt, well known as a pottery and glass salesman, and a resident of this city, has completed the formation of the Leader Co. with $10,000 capital and will proceed at once to open a chain of five and ten cent stores through Ohio and West Virginia. Associated with him is R. L. McKenty. They already operate two stores in Pittsburgh and one in Alliance, O. Debolt will continue to do a pottery and glass jobbing business.

* *

Joseph C. Davis has returned from a Western trip for the Smith-Phillips Co. This about closes his traveling for the year.

* *

Hugh Nevin, Eastern representative of the Knowles, Taylor & Knowles Co., has returned home. This concern is busy in all departments, especially on decorared goods. In fact, the decorating shops have been operated to their capacity for months.

* *

John Lessell, who will have charge of the new art pottery being erected at Paden City, W. Va., stopped off here on his way from New York and placed the contracts for machinery and two 16 ft. 6 kilns It is planned to have the plant in operation within two months. Arrangements have been made for a New York agency, and others will be established in Chicago and St. Louis as soon as possible.

* *

W. E. Graves, St. Louis representative of the Potters' Co-Operative Co., has returned home after spending several days at the factory here.

* *

Cecil E. Taylor, Eastern salesman for the Taylor, Smith & Taylor Pottery Co., opened at the Ft. Pitt last week, and at the same time displayed the lines of the Rochester Cut Glass Co. W. C. Lynch and W. L. Jackson, also of the T. S. & T. sales force, have completed their fall trips.

* *

George Vernon, general salesman for the National China Co., Salineville, has completed a business trip to Detroit and other northwestern territory. The National is working to capacity, and has orders enough to keep the pottery busy throughout the remainder of the year.

* *

Three weeks from next Tuesday the annual meeting of the United States Potters' Association will convene at the Hotel Raleigh, Washington, D C. While the names of several well-known manufacturers have been advanced as possible candidates for the presidency, it is really a hard matter to make the "one best guess" just now.

* *

Ed Cuthbertson, who represents the Harker Pottery in the Far West, is at the pottery making arrangements for next season.

* *

The Trenle China Co. will show a new line of salads in January.

* *

Horace C. Gray, formerly with the Cincinnati Glass and Crockery Co., was a visitor here recently.

* *

The specialties of the Warner-Keffer China Co. are in excellent demand, especially the line of tankards.

BUSINESS OPPORTUNITIES.

AN American consul in a Latin-American country reports that a merchant in his district desires to receive catalogues and full particulars from American manufacturers of cheap crockery used by department stores and premium-goods establishments. The crockery should be cheap and showy. The same merchant also desires department store enamelware. The consul would be pleased to receive for filing purposes in his office catalogues of all kinds of crockery manufactured in the United States. Address Bureru of Manufactcres, Washington, D. C. File No. 7578.

The Bureau of Manufactures is in receipt of a communication from a business firm in Porto Rico stating that it would like to enter into correspondence with American manufacturers of fruit jars, wine bottles and bottling apparatus, with a view to establishing commercial relations Refer to File No. 7,480.

ON THE PACIFIC COAST.

THE merchants are now all preparing their displays for the holiday season, and the general opinion seem to be that a very large business will be done. The retail houses are this week busy with Thanksgiving specials and are offering a good many new attractions, especially in hand painted china and fine glassware.

Edwin M. Knowles, of the Edwin M. Knowles China Co., East Liverpool, has just arrived in San Francisco for a few days' visit.

W. S. George, owner of a number of pottery factories in East Palestine, Ohio, is now in San Francisco for a short stay; after which he goes to Los Angeles and other southern points.

B. F. Heastand, representative of the Fostoria Glass Co., has just returned from a satisfactory trip through the southern part of the State.

Hugh C. Edmiston, United States representative of Alfred Meakin, is expected in San Francisco this week.

H. R. Shirley left San Francisco last week for the principal cities of the Northwest in the interest of Maddock & Miller.

To celebrate the thirtieth anniversary of the opening of Hamburger's department store in Los Angeles the employees gave a "Down East" country fair on the fourth floor of the building recently. The employees were all dressed as country boys and girls, and the dancing pavilion, side shows, fortune-telling booths, etc., furnished amusement for a large crowd.

F. M. Dunn, local representative of the United States Glass Co., is making his usual trip through the northern part of the Coast territory, but expects to return to San Francisco next week.

Raphael Weil, of Raphael Weil & Co., has returned from a European trip of several months. A number of entertainments have been given in his honor, one of the most elaborate being a breakfast given at the Bohemian Club.

H. J. Gute, territorial vice-president of the Pottery, Glass and Brass Salesmen's Association, is making a determined effort to increase the membership of the Association in the West and has recently secured a nnmber of new members here. Mr. Gute hopes to make the Western membership sufficiently large to balance the voting strength of the East.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN with experience in selling art glass domes. Good position for good man. Salary or commission. J. B. Bruenn, 115 South Fourth Ave., Mt. Vernon, N. Y.

SALESMEN wanted by an importer of crockery and glassware. Splendid opportunity for successful men. Answer should state experience, expectations and territory covered, and will be held confidential. Address Importer, this office.

WANTED—Salesman in the Western States and in the South to carry wrought iron and brass gas fixtures as a side line. Address United States Wrought Iron Gas and Electric Fixture Co., 242 Canal Street, New York.

WANTED TO RENT.

WANTED—Desk room in the New York Crockery District. Write, stating just what you have to offer—size of space, price, etc. Essmuller & Baker, 152 East Fifty-third St., New York.

FOR SALE.

POTTERY STOCK FOR SALE.—One-third interest in a six-kiln general ware plant, located in the West, doing a profitable business. Purchaser to become identified with the active management. A bargain for the right man. Good reasons for selling. Address Chas. W. Franzheim, Wheeling, W. Va,

POTTERY FOR SALE.—Small sanitary plant in good condition and active operation, with well-established trade. Can be bought on easy terms and at a bargain. Well located, with abundance of cheap fuel. Good reasons for selling. Address Chas. W. Franzheim, Wheeling, W. Va.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

CROCKERY & GLASS JOURNAL

NEW YORK, NOV. 23, 1911.

TALKS ABOUT BUSINESS-BUILDING.

By A. F. SHELDON,

Formulator of the Science of Business-Building and Editor of "The Business Philosopher."

TALK No. 8.

DON'T dress your window like your competitors Brown or Green. Find a novel way to place things—some way that will make the passer-by stop and draw near your window. Why so many men fail to make successes of their business is because they are afraid of a new idea. They refuse to use their imagination in new combinations. They hold to the old, while the world is crying for the new. Novelty! novelty! novelty! cries the bored world, and you display your goods in your window in the same old way that you did five years ago; do you wonder that the world passes you by?

Do you know your intellect does three things? It thinks. It remembers. It imagines. Since it can do three things, don't you think you had better use it in three ways?

Since memory is a law of success, are you not wronging yourself by having a poor memory? Especially when there are methods of improving it. Think how important a memory of faces and names is. What patron does not like to be recognized by you—especially by name—when he calls the second or third time. Great men like Cæsar, Napoleon and Grant owed a great part of their success to their accurate memories for faces and names.

There was a time when it was thought that imagination was useful to poets and artists only. Now, however, the professional and commercial world is awakening to a sense of its value. It is Edison's powerful imagination that makes him the wonderful inventor he is. His power of combining one idea with another in a new way. The phonograph, the vitascope the electric car, the flying-machine were at one time mere mental pictures of the imagination in the inventors, minds. They would have remained so yet had they not used their initiative to make the pictures real.

The sewing-machine at first stood a confessed failure. There seemed no way so stop it from breaking the thread. But a man of genius came along in the person of Howe. He applied his imagination—figured out a way to bring the thread down to the shuttle and back again without having it cut. His imagination pointed out to him that if a slit was made along the side of the needle this could be done. Wasn't this use of the imagination a practical triumph?

The great fortunes of the Rockefellers, the Vanderbilts and the Goulds, and many other of our millionaires, are the results of practical imaginations. There are great fortunes yet to be made by the men with the right kind of imagination.

Get busy; use your imagination more than you have done in your profession or in your business. See if you cannot hit upon better ways of doing things.

Do not let such splendid gifts as your power to acquire knowledge, your memory, your imagination, grow rusty for lack of use. Exercise is the secret of strength for both the mind and the body. It takes work to keep well—either mentally or physically. But does not the glorious health that gives you an appetite to enjoy the good things of the world; that makes the sunshine seem brighter, the air seem purer, the people you meet "good fellows, despite their faults"—does it not, I say, repay your toil a hundredfold?

What splendid reserve power a healthy man has! The happy view he takes of things is a "motor power" for success. He feels braced for the battle. He feels he can do what is to be done—and more, too. That is half of the fight for success. The reserve power of knowledge, what a power that is, too! How splendid it is to feel that you have more than the occasion demands; that you have mastered your technique; that you are ready to grasp the opportunity. Start the battle for success with the proper reserve power of knowledge and strength and you will win. You will if you start with the right kind of action, and keep up the right kind of action.

A word in conclusion: I trust I have made you see that to be a success the composite man must be a success. You must nourish and use your mind. You must nourish and use your body. You must nourish

and use your feelings. You must nourish and use your will.

Do those four things and you will be a success. You are going to do them. I feel sure of that.

AT BOSTON.

TRADE conditions in Boston and vicinity are gradually "picking up," although the buying is still being done in small lot orders, which, while gratifying, do not yield so much profit in proportionas larger ones owing to extra packing, labor and transportation charges. The retailers are now doing well holiday buying with the majority being quite active

Mark H. Cohen, of 296 Hanover street, conducting a general crockery and glassware business, is about to open a branch store at 280 Hanover street, carrying kitchen furnishings and hardware.

Saul Goldenberg, of B. Goldenberg & Son, Lawrence, Mass., has just returned from his wedding tour through New York, Philadelphia, Baltimore and Washington.

Miss R. F. Robinson, formerly of Beverly, will soon open a dolls' hospital at Haverhill. Miss Robinson is well known among the glass and china trade.

John Coyne, of Wareham, was in town this week securing crockery and glass to be used as premiums.

John J. Reed has received the new line of the Corona Cut Glass Co., Toledo, Ohio, among which are some unique rose patterns. Mr. Reed is one of the pioneers in the cut glass end, and has been a subscriber to the CROCKERY AND GLASS JOURNAL since 1875.

W. A. Purington, with Harry B. Hollis, has returned from a jaunt throughout Western Massachusetts and Connecticut territory.

The Reliable Art Glass Co., 61 Hanover street, is now conducted by Louis Kaplan and Eli G. Berman.

Ernest Monnier, druggists' glassware, is in New York City for a short period. During his absence Harry Houghton is in charge.

Samuel Kurlans is now the general manager of the Erie Dry Good Co., at Dorchester.

J. E. Gendron, a New Bedford merchant, has purchased the stock of dry goods, novelties, etc., of Mrs. Helen Brawley.

George W. Beals, representing the Quaker City Cut Glass Co., Goodwin & Kintz, and American Specialties Co., has departed on a trip to Philadelphia, Baltimore and Washington.

The Boston Bent Glass Co. is a new corporation formed to manufacture, deal in and sell all kinds of glass. Capital, $50,000.

Another new corporation is the Dudley Hardware Co. of Providence, with capital of $25,000. Crockery and kitchen furnishings will be carried.

Ralph Fox, 2101 Washington street, is now conducting business under the name of the Imperial Furniture Co.

George K. Marshall, with Henry T. Edwards (Fostoria Glass Co), has returned to the Boston headquarters with pleasing orders.

J. William Swain, formerly with Geo W. Beals, is now connected with the McKenney & Waterbury Co , gas fixtures, lamps and electroliers.

Charles M. Acher, the popular exponent of the Roseville Pottery Co., Zanesville, O., has returned from a Connecticut trip.

There was a multitude of buyers in town this week—Mr. Flint, of Flint & Co , Providence; George W. Fuller, Salem; G. I. Desaulnier, Woonsocket, R. I.; E. W. Gulligan, New Bedford; J. C. Zink, Lawrence; Arthur Racicot, of Racicot Bros., Webster; William H. Rudderham, for Almy, Bigelow & Washburn, Beverly branch; E. B. Macbeth, for E. S. Brown Co., Fall River; J. W. Sheppard, with T. W. Rogers Co., Lynn; Mrs. Williston, of George H. Williston Co , Fall River; George F. Scott, Clinton, Mass.; C. J. Gray, Gloucester; E. J. Hodgdon, Haverhill; W. L. Larkins, Poultney, Vt.: George W. Alden, of George W. Alden Co., Brockton; B. G. Twitchell, with R. A. McWhirr Co., Fall River; Mr. St. Louis, with James Edgar Co., Brockton; Frank A. Smith, for A. G. Pollard Co., Lowell; Berton Williams, Ayer, Mass,; Mrs. E. M. Sill, Hartford, Conn.; A. D. Hough, Livermore Falls, Me.; Frank H. Dunmore, for Shepard Co., Providence; W. D. Paine, Brookfield; E. C. Hunt, Norwood, Mass.; Mr. Richardson, with Clarke-Sawyer Co., Worcester; Frederick W. Lester, Watertown; George O. Townsend, Newburyport: R. M. Cook, Marblehead.

WORTH A HUNDRED TIMES ITS COST.

McCONNELSVILLE O., Nov. 20.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir—I am enclosing subscription price to May 12. I remit to you cheerfully, as your paper has been more than a hundred times the cost of it in vaiue to me. Wishing you success, I am,

Very truly,

B. F. MATSON.

The New York Crockery and Glass District.

The combination of the Guerin and Pouyat interests is working finely and seems to please the trade generally. The traveling force, consisting of Messrs Weiss, Knowles and Jenkins, is on the road and sending in very satisfactory orders. While working as one establishment, the individuality of each is maintained, and both factories will bring out new lines soon.

Robert Slimmon & Co. are having wonderfml success with all the lines from Wilkinson's. This concern has the faculty of making good shapes and then perfectly adapting the patterns to them, and the judgment displayed in colors is remarkably good, not only in variety, but in harmony as well. The fact that buyers constantly reorder tells its own story.

Mrs. Heuman, proprietress of the United Novelty Works, has added to her glass specialties a line of pincushions, hatpin holders and hair receivers in decidedly novel and attractive shapes. They are made of silk and satin, with floral and other decorations. She is manufacturing them herself, especially for department stores and the scheme goods trade.

The meeting of cut glass men which began on Thursday at the Grand Hotel adjourned on Friday night. About fifty manufacturers were present, representing seventy-five per cent of the output. The tone of the session was very enthusiastic, and it is felt that the organization is on a sound business basis.

Next Saturday the sales force of Higgins & Seiter will have a jollification at Little Hungary, the well-known restaurant on the East Side.

The regular Thanksgiving service will be held in St. Paul's Chapel at noon on Wednesday, November 29th, combined with an English Harvest Festival. Exceptionally fine music will be furnished by Choirmaster Edmund Jaques. Many of the crockery and glass men in the District have been in the habit of attending this service in the past, and undoubtedly there will be a good representation from the trade on the 29th.

Edward Boote has just received from Wood & Sons one of the most striking decorations the firm has ever produced. The motif is flowers with a bird in pretty colors, blue and red predominating. It is one of those rare instances where these two colors harmonize perfectly.

Another addition to the lamp line comes from the Cambridge Glass Co 's Works. The latest samples to be received by William Dealing are iridescent, both "bronze" and "sunset," as well as crystal in gas and oil lamps. They are sold at such prices that dealers can give their customers an article of value for little money and still make a good profit.

One of the new open stock patterns that Vogt & Dose are showing consists of a broad gold band upon which is a well-executed design of a chain of links in black with two gold lines on either side. It is applied to the "Elegant" shape, and has found much favor among buyers.

More new designs from the prolific factory of Villeroy & Boch have been received by E. R. Thieler this week. Included are four new vases of extremely rich coloring in turquoise blue and grey, grey with two tones of rich brown, and slate blue with a combination of grey and brown. There is a cheese dish of excellent design, a punch bowl with an accompanying roemer, a candlestick with an arched base that leaves an opening for matches, and a unique cracker and cheese dish.

A specially attractice pattern carried by L. Bernardaud & Co. in open stock consists of a key border design in a rich green upon a band of lighter tone green between two heavy gold lines. The handles are solid gold matt, and the whole effect is very rich.

Being upon the popular Priscilla shape, the combination is one that is hard to beat.

Edward Miller & Co. have leased the premises 48-50 Park Place, and will move on the first of May next. They have taken a five-year lease of this place, which will be much more convenient than their present location, as they will have a fine entrance and three wide windows on each side. The store is fifty feet wide by eighty feet deep, and is light and airy.

In this day of new devices and designs for lighting purposes it is hard to put anything on the market that has not already been exploited in some way or other; but Gillinder & Sons have done it with their new Louis IV fine etched illuminating glassware. The patterns are rich, dignified, and thoroughly pleasing. So busy has the factory been of late that they have had difficulty in keeping pace with the demand, and it is only now that they feel at liberty to take further large orders.

The new building 71-73 Murray street is particularly well adapted to the use of crockery and glass displays owing to its excellent light and complete absence of obstructions, for there is not a pillar or post in the entire building. The elevator service is excellent, there being two fast passenger cars and one for heavy freight. The United States Glass Co. have taken a five year lease of two floors, and other crockery and glass men are considering the matter of moving in.

As an illustration of the value of competition, the invention of the vacuum cleaner seems only to have served as a stimulus to the sales of carpet sweepers. T. W. Williams, New York manager of the Bissell Carpet Sweeper Co., says that so far this year they have surpassed last year's business by ten per cent.

OLD SEVRES.

AN interesting and important find has been made at the State factory of Sevres china. The factory, owing to the troubles of the Revolution, the troubles of 1814, and the war of 1870, has seen many vicissitudes. It was believed that most of the moulds of the famous biscuit ware of the eighteenth century had been irretrievably lost, but this is not the case. It was known that over 600 of the moulds had existed, and they included the works of Houdon, Clodion and Falconnet. The authorities have found 185, so that lovers of art may expect to have some replicas of the famous work of the artists named, some fine examples of which are to be found at Versailles and Fontaine bleau.

SALESMEN'S ASSOCIATION NOTES.

THE first president not an out-and-out pottery or glass man was Harry S. Mirrielees, who served his first term in the year of 1908, thereby receiving recognition for the excellent services he had rendered as treasurer of the Association in the years 1906-1907. When Mr. Mirrielees took office as treasurer the $1,000 fund that had been collected as a nucleus for the reserve fund was handed over to him. When he relinquished that office he proved his good stewardship by returning the amount increased to over three times its original size as a result of his suggestion to make at least two assessments during the year, so that the fund could continue to grow to substantial proprotions and provide against the danger of a heavy



HARRY S. MIRRIELEES.

drain that could not be met except by heavy and extraordinary assessments. In case of an unlooked-for dropping out of members, or an epidemic, without such a reserve fund the officers and members of the Association might find thenselves in an embarrassing situation.

Mr. Mirrielees has been most successful in securing new members, and about three years ago "topped the bunch" in this respect.

He is a member of many lodges, but never in any of them has he seen fellow members "put up" for delinquents as they do in the Salesmen's Association.

It is through such men as Mr. Mirrielees, who give not only time, but, what is more important, brains, to the Association that it stands in its present position as an assessment organization, growing stronger the longer it lives, and piling up a reserve fund big enough to meet all possible contingencies. He was one of the original men who with Henry Endemann proposed the annual banquet, and claims that it is the best advertisement the Association can have.

The meeting for the nomination of officers for next year was held at the Crockery Board of Trade rooms on Friday nooon. At that time eleven mem-

bers were in attendance, but before the meeting adjourned there were thirty-five in the room—one of the largest gatherings in years. After the reading of the minutes of the last meeting President Wells announced that nominations were in order. Mr. Pitcairn nominated R. E L. Wells for president, and Louis D. Seixas was put in nomination by A. C. Dorner. Mr. Seixas absolutely declined. W. W. Magee and E. J. Huott were nominated for vice-president. Territorial vice-presidents were nominated as follows: for San Francisco, J. H. Merrill, W. R. Nieper and George H. Boormer; Chicago, W. L. Mirrielees, E. H. Patterson; St. Louis, John J. Bock, C. M. Perkins; Buffalo, A. E. Sharpe, L. H. Bown; Boston, Paul M. Phillips; Baltimore, John D. Rowan. For secretary, Joseph F. O'Gorman and John A. Reddan; for treasurer, George Hamilton. For directors for three years: H. S. Mirrielees, A. H. Ledden, H. P. Muirheid, W. S Pitcairn, E. R. Thieler, L. D. Seixas, Edward Butler, and William Dealing.

After the general meeting adjourned the executive committee held a meeting and elected the following members: Walter W. Wentworth, with Geo. H. Bowman Co., Cleveland; Edgar J. Bush, with Bush Cut Glass Co., Lansing, Mich.; John De La Mater, with Ira A. Jones Co., Chicago, Ill; James H. Stant and Francis H. Taylor, with Jewel Cut Glass Co., Newark, N. J.; Thos. P. Strittmatter, with Quaker City Cut Glass Co., Philadelphia; Thos. Skinner, of W. Skinner & Son, Hammonton, N. J.; Richard J. Wright, with Wright-Rich Cut Glass Co., Anderson, Ind.; David W. Denton.

We have received the following communication from Wm. M. Warrin:

NOVEMBER 23, 1911

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: The following circular is being sent to the members of the Pottery, Glass and Brass Salesmen's Association:

To the Members of the Salesmen's Association:

Believing that you are interested in the development of the Association, and that any action tending to such an end will gain your support, a proposition to bring about the infusion of new blood into the official life of the organization is hereby submitted to you.

The affairs of the Association have for years been managed by comparatively few men. They have mostly worked hard, and much credit is due them. There is apparent however, an opportunity for effective work in many directions.

The men indicated below are pledged to work, if elected, for the broadening of the latent possibilities for good within the organization and for better social intercourse among its members.

If such a course meets with your approval you are requested to vote for:

R. E. L. Wells, with L. Straus & Sons, for president.

E. J. Huott, of the Huott Publishing Co., for vice-president.

George Hamilton, representing Furnival's, Ltd., for treasurer.

John A. Reddan, of Reddan Brown, for secretary.

Wm. Dealing, representing Cambridge Glass Co., for director.

A. H. Ledden, representing the Buffalo Pottery, for director.

E. R. Thieler, representing Villeroy & Boch, for director.

If, after reading the names of the candidates on the voting paper to be sent to you, you have no personal reasons for voting otherwise, you are asked to support the men named above.

Kindly give this space in your esteemed journal. In my estimation the above-named gentlemen are worthy of support from the rank and file, and would make efficient officers.

Very truly yours,

WM. M. WARRIN.

IN NEW ZEALAND.

THE cost of hotel accommodations in New Zealand ranges from about $2.50 to $3 per day, including meals. Commercial travelers are usually given special rates of about $2 to $2.25 per day. On the Government railways meals are furnished in the dining car at 50 cents. Moderate tips are given at the hotels and to porters at the railway stations, but it is not customary to give tips on trains.

Commercial travelers enterning New Zealand are obliged to put up a cash deposit, averaging about $50, as security for the income tax assessments on the net profits of any business transacted while in New Zealand, this income tax being paid later on when they leave the country, any surplus on their deposit being then returned. The income tax is on a sliding scale of from 15 cents on every $4.86 (£1) on all net profits not exceeding $2,000, about 2 cents on every $4.86 (£1) being added for every additional $500 to $1,000 worth of business transacted. All agents for non-resident traders are required under the land and income assessment act to make returns as to the description of goods sold, the gross proceeds of sales, the rate per cent of profits, the amount of profits, and the name and address of consignors.

When a commercial travler arrives at a New Zealand city he usually arranges at once for a sample room, the rent for which is usually 60 cents to $1.80 per day. After arranging his samples in an attractive manner he starts to make calls among the leading firms that are possible customers for his particular lines. The principal of the firm or the heads or different departments are then invited to inspect the goods on display at the sample room, provided they show an interest in the lines represented. Frequently, when such invitations are accepted, automobiles or cabs are sent to bring the possible customer to the sample room. Various other courtesies are shown and everything possible that is not unreasonably expensive or in poor taste is done to secure their goodwill; usually a certain amount of entertainment is appreciated, and is sometimes expected.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 23, 1911

THE columns of the CROCKERY AND GLASS JOURNAL, like those of all other reputable and properly-conducted trade papers, are at all times open to correspondence on topics pertaining to the trade. In fact, we solicit such communications, the only proviso being that they shall be signed by the writer—not necessarily for publication, but as an evidence of good faith.

DECISION.

IF the positive man makes a mistake he is not likely to be long in rectifying it; but the man who never makes up his mind until he has consulted everybody, and then is always ready to open up every question for reconsideration, will never accomplish anything.

Roosevelt says: "The man who doesn't make mistakes is no good." The man who is always after a sure thing, who has not a dare in his nature, who is afraid to risk anything until dead sure that it is going to turn out right, never amounts to much. It is a thousand times better to make a mistake now and then than never to settle anything, but to be always balancing, weighing and considering.

A man who does forceful work must be able to dismiss a subject from his miud when he is done with it, so that he can do something else. This increases his power of mental grasp for the thing under consideration. But if the mind is entangled in confused surroundings, in a hundred and one half-decided things, if its energy is split up, the focusing power is impaired.

You must concentrate your powers upon what you are doing, and you can never do this when a score of things in your mind are intruding themselves for consideration. When you have anything in hand, settle it and then dismiss it. Half-decided things clog the mind. Study your problem carefully, make your decision firmly and let it be final. Let it stand, no matter what others may advise or suggest.

PERSONAL.

A PLEASANT reunion of relatives and intimate friends was held at the home of Harry C. Churchill on Wednesday night, when he celebrated the twenty-fifth anniversary of his wedding. It was a joyous affair, and no one looking at the bride would for one moment believe so many years had passed.

⚜

J. Stall, for the last five or six years buyer for the Lynchburg Crockery Co., has formed a corporation to deal in crockery and glass and expects to open a store on Main street, Lynchburg, Va. on the 15th of January. He will be in the market for goods very shortly.

⚜

L. J. Navra left New York last Thursday evening for Buffalo. After visiting Chicago he will go direct to Seattle in order to be present at the opening of the new showrooms of L. J. Navra & Co. Beginning January 1, Mr. Navra will take a trip through the Northwest in the interests of his old factories together with the new ones that he arranged to represent while on his recent trip to New York City. Mr. Navra has requested the courtesy of the columns of the CROCKERY AND GLASS JOURNAL to thank the members of the trade who showed him so much attention while in New York, and hopes to beable to reciprocate in some manner in the future.

⚜

George H. Bowman, of Cleveland, O., is expected home from Europe on the "Lusitania," reaching here Friday, November 24.

⚜

Harry O. Phillips, a well-known Japanese salesman, has made a connection with the Tajimi Co.

⚜

W. E. Hunter, of the Economy Tumbler Co., is in town this week in consultation with Thomas Jones, his New York representative.

⚜

J. H. Harris, with the Greenhut-Siegel-Cooper Co., who has been spending a little time at Atlantic City to recuperate from his operation, is back at his post. The esteem in which he is held by his associ-

ates was shown by the fact that he found his desk heaped with flowers on his return.

⚜

William A. Scott, who represents the East Liverpool Potteries Co. in the West, suffered a severe bereavement in the death of his wife, who passed away at her home in Chicago on Thursday last, the 16th inst. He has the sympathy of his fellow travelers.

⚜

Maurice Smith and his bride are spending their honeymoon in Atlantic City. Mr. Smith is the vice-president of the McKee Glass Co., and is expected in New York some time this week.

⚜

Lee Kohns, who has been very ill with typhoid fever, is convalescing rapidly, and hopes are entertained that he will be out in two or three weeks.

⚜

W. C. Coleman, president of the Burley & Tyrrell Co., Chicago, arrived in New York on Wednesday for a short stay.

⚜

F. C. Van Deman, china and glass buyer, and J. S. Wainright, sporting goods and furniture buyer for Butler Bros., have tendered their resignations and together will embark in the automobile business in Newark, N. J.

⚜

D. V. Pilkey, treasurer of the McKee Glass Co., is in town this week.

⚜

Ernest Wolf, with George H. Bowman Co., who has been away from his home for seven months selling glass, is expected back the latter part of this week.

⚜

D. E. McNicol, of East Liverpool, arrived in New York on Wednesday morning. It is the first time he has been in the city for something over two years, and he received a royal welcome.

⚜

George C. Thompson, of the C. C. Thompson Pottery Co., East Liverpool, arrived in town Thursday morning for a short stay.

⚜

J Beaumont, manager of the Union Stopper Co., Morgantown, W. Va , was in town his week in consultation with the New York representative, Wm. M. Warrin.

⚜

E. W. Thompson, of Thompson & Co., Nashville, Tenn., is visiting the New York market.

⚜

On Wednesday of last week Harry G. Freese, president of Vogt & Dose, returned from a trip through the Middle West, and although he says that orders were hard to obtain, and buyers more conservative, yet his trip was considerably better than the one he made last year at this time.

⚜

J. Q. Adams, with M. Katz & Co. Gloversville, N. Y., was here last week purchasing toys, dolls, fancy china, etc.

⚜

D. F. Dodds, the Eastern representative of the Monroe Glass Co., is on a trip down East. He has had great success since he took hold of the Monroe line.

⚜

Charles L. Kerr, the New York representative of Gillinder & Sons, visited the headquarters at Philadelphia this week to discuss matters of importance regarding the New York end of the business.

⚜

D. R. Marshall, agent of the Tarentum Glass Co., returned from an out-of-town trip on Saturday and reports business most satisfactory.

⚜

A "well shaken" glass man was Geo. W. Beals of Boston, who passed through New York en route from Philadelphia to the Yale-Princeton football game. Mr. Beals got his shaking on the flyer that jumped the track near Monmouth Junction. Steel cars prevented a horrible catastrophe.

⚜

H. J. Blakeney, representing the Fostoria Glass Co. at Dallas, Tex., was a caller at the New York showrooms this week. Like everyone who hails from this State, he reports everything booming there.

⚜

Mr. Jenkins, of Williamson & Jenkins, Vancouver B. C., was buying in the city this week. Although Mr. Jenkins has traveled quite a good deal, he had never put his foot in New York before. He thinks we have quite a city.

⚜

The visit to the District this week of Mr. Young, with A. B. Stockholm, Poughkeepsie, N. Y., was supplementary to his regular buying trip.

⚜

Hugo Hart, with L. Barth & Son, while uptown the other day slipped and severely strained one of the tendons of his leg, the result being that he is temporarily laid up at his home.

⚜

That the American potteries are often the stepping-stones to the professions was shown again in East Liverpool the other day when the Rev. Alexander Steel visited his old home in that place. Mr. Steel was formerly a presser employed at the Homer Laughlin china works, and spent his spare time in study for the ministry. He is now pastor of a flourish-

ing church in Massachusetts. He was warmly greeted by his old shopmates, many of whom are still in the employ of the Laughlin company.

THE CONDITION OF BUSINESS.

New York

Very little change has taken place in the condition of trade during the past week. The stock houses report numerous small sales, but it cannot be denied that on the whole the week s business has been disappointing to them; and were it not for mail orders, which have been fairly good, it would have been more disappointing still. A redeeming feature, and a most encouraging one, is the activity noticed in the French lines for spring delivery. The men on the road with these goods are sending in very comfortable orders, and there is a brighter outlook than for many months. German goods are only in fair request, and this for staples. Mail orders for English goods are fair. The domestic potters are quite busy, and all the factories are working to capacity. The glass men. too, are busy, and the wonderful demand for blown goods continues. Cut glass is in active request in some sections. The lamp trade is good for high-priced wares.

Retail trade has shown quite a little improvement the past week, but with the peculiar condition that while there is an active call and all over the city for certain kinds of goods, for others the demand is absolutely dead. The manufacturers of these goods are as much surprised as anybody else, and are at their wit's end to all orders. Country retail trade is about normal, but the dealers will not anticipate their wants and are buying from hand to mouth, either by personal visitation or small orders.

The coming week in New York City should be a good one for the retail stores. Two great attractions have brought crowds of visitors, and the hotels are filled to overflowing. The Horse Show and the Opera always crowd the city, and the lobster palaces in the Tenderloin district cannot accommodate their patrons at late supper time.

It is said that apartment house living is responsible for the lack of demand in certain of our lines. It is difficult to obtain servants, and the people who live in flats seek the restaurants for their meals to a very large extent. Naturally, then, they do not need much china and glass. Besides, the modern flat is built without chimneys; consequently there are no mantelpieces on which to display bric-a-brac, and the rooms are so small that there is no place for fancy china, save and excepting the plate rail. There is hope in sight, however. Manhattan Island is pretty well covered now, and the increasing population is seeking suburban places where they still build houses with chimneys.

General conditions throughout the country are slightly better. Naturally, as the holidays approach business is improving, and there seems to be a general feeling that next year, despite the Presidential election, will be better than 1911.

East Liverpool and Vicinity.

There was an improvement in orders with the Western pottery manufacturers during the past week, and it is the general opinion that the "turn of the way" has been reached. Orders for dinner ware are much more generous, while the premium and specialty business is just as strong as ever.

Pittsburgh and Vicinity.

Business has been rather spasmodic during the past week among glass manufacturers of the Pittsburgh district. Several have reported securing some large specialty business from special interests, but the general run of orders has not been what the season of the year should warrant. It would be well at this time for the trade to anticipate their wants as much as possible, in order that delivery may be assured before the holiday rush.

OBITUARY.

JAMES RYALL, of the firm of Brox & Ryall, an old-time glass manufacturer, died suddenly of heart disease at Port Jervis, N. Y., last Friday, aged fifty-five. Mr. Ryall was a familiar figure at all the glass meetings at Atlantic City, rarely missing one. At one time he had been postmaster of his city, and was more or less active in politics generally. He was highly respected by all who knew him.

W. C. Paramore, at one time a salesman for S. A. Weller, and later of the firm of England Bros. & Paramore, Zanesville, O., died at his home in Indianapolis last Sunday of typhoid.

Another of the old guard has dropped from the ranks. While listening to a letter which his daughter was reading to him at his home in Winston, N. C., Col. James Slater's head fell forward on his chest as if in sleep. For a little while his daughter thought he had dropped off in a nap, but a few minutes later she realized that he had passed away. The colonel was seventy-seven years old and had been in the crockery trade nearly all his life, his last active duties being with Geo. F. Bassett & Co., this city. A few years ago he retired and went to live in the South,

where he passed his remaining days with his daughter] He was a typical old-time, courteous Southern gentleman, and in his long connection with the crockery men had made a host of friends

At the ripe old age of ninety-one, Samuel McKeever, a veteran Crooksville, O., potter, died at his home in that place a few days ago.

John Kuhback, cut glass manufacturer, Honesdale, Pa., died at his home in that city November 14, aged forty-six.

John J. Menzel, superintendent of the Rookwood Pottery, died at his home in Cincinnati last week, aged fifty-five.

One of the oldest glass manufacturers in New England, Robert C. Farland, died at his home in Melrose, Mass., November 16. Mr. Farland was born in Charlestown April 7, 1851, and at the age of fifteen entered the employ of the Union Glass Co. in Somerville and remained there twenty years. He then started in business for himself on Portland street, Boston, later removing to 70 Kilby street.

Miss Helen D. Bell, who had charge of the factory showroom at the S. A. Weller pottery, Zanesville. O., met with an awful death at her home last Sunday, her clothing having caught fire from an explosion of gasolene which she was using to clean some article of feminine attire. She was well known to buyers all over the country, and her death will be sincerely mourned.

ON THE PACIFIC COAST.

W. S. GEORGE, of East Palestine, O., who, accompanied by his son and sales manager, spent a good part of last week in San Francisco, showed a very fine line of new designs with which the local dealers were much pleased.

* *

F. M. Dunn, manager of the United States Glass Co.'s interests on the Pacific Coast, has just returned from a visit to the trade all through the Northwest, and he found things in good shape in that section.

* *

C. A. Bartels, who travels in the interest of the San Francisco Crockery and Glassware Co., has just returned from a very successful trip through the Northwest. The lines of the Lancaster Glass Co. and of the Westmoreland Specialty Co were the only samples which Mr. Bartels handled, and he says that he was given some splendid orders on both.

* *

Mr. Meyer, manager of the crockery and glassware department of the Nathan-Dohrmann Co., is making preparations for the annual Thanksgiving display of fine china and glassware. Each table is to be set for a different course, and a different color scheme used on each.

* *

J. J. Hintz, of San Mateo, Cal., is in San Francisco this week on a combined buying and pleasure trip.

* *

Charles Cardon, for J. H. Venon, is expected to reach here the latter part of the present week.

* *

Sylvester Baker, Coast representative of the Macbeth-Evans Glass Co., has returned from a trip to Denver and other cities in the Middle West, and brings a very satisfactory report of business conditions in that section.

* *

Hugh C. Edmiston, representing Alfred Meakin, who was here for several days last week, is now in the southern part of the State, making Los Angeles his headquarters.

* *

J. Lee Richards, manager of the household department of Hale Bros., is making some noticeable improvements in the arrangement of the basement salesroom.

* *

Max Merten, secretary of the American Import Co., who has been making quite an extended trip through the Northern and Middle West States, returned to San Francisco the first of the week. He says that as a whole his trip was very satisfactory.

* *

George Boormer, local representative of the Plume & Atwood Mfg. Co., is back from his usual trip through the Northwest.

THE U. S. GLASS CO.'S NEW SHOWROOMS.

MUCH time has been spent by D. King Irwin in figuring out the best arrangement of the new showrooms at 71-73 Murray street that the United States Glass Co. expect to occupy about the 15th of December. The sixth floor will contain the office, located in the front of the building, the private office being immeniately behind the elevator and overlooking Murray street, while fronting this will be the general office, railed off from the display room. On this floor will be shown nearly all the bar goods, stemware, and general hotel lines. At a little distance from the rear end of the building will be a partition forming a storage room for excess samples and for unpacking purposes. This partition, which will be thirty-three feet across, will return in an L shape into the showroom for twenty-five feet, thus giving more wall space for shelving. The side wall and return partition will be divided again by a partition which will thereby make two alcoves about 14 x 20

feet for special displays. In the private office will be a showcase sixteen feet long to hold samples of all special work, private moulds, hotel ware, crest work, etc. On the floor of the showroom will be twelve or fourteen display tables with mirror tops, and all the shelving will have mirror backs. The finish of the fixtures on this floor will be of dark mission oak.

The fifth floor will also contain wall racks and shelves throughout with mirror backs, and upon the floor will be about thirty display tables with mirror tops. The samples on this floor will be tableware, lamps, specialties, flat ware, jars, etc. The fixtures here will be solid oak, golden finish.

IN TOWN.

Abbreviations—c, crockery; g, glass: hf, housefurnishings, l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

D A Richards, with Stewart & Co, Baltimore. 214 Church.

F D Folsom, of F D Folsom Co, s, Portland. Navarre.

A P Spangler, with Bush & Bull, hf, Easton, Pa. New Grand.

Carl Meyer, with Lewis & Neblett, c, Cincinnati. St. Denis.

A S Heller, with A Lisner, s, Washington, D C. Hermitage.

Mrs L B Walter, with Gimbel Bros, s, Philadelphia, Broadway and 32d.

T C Bunch, with Wm Hengerer Co, s, Buffalo. 214 Church.

E E Schleh, with Thompson, Gibson & Co. hf, Williamsport, Pa. 315 Fourth avenue.

J H Roth, of J H Roth & Co, g, c, Peoria, Ill. Broadway Central.

Laclede Woodmanee, Westerly, R. I.

H L Midler, with I Goldberg, Trenton, N J.

Mr Young, with A B Stockholm, Poughkeepsie.

BUSINESS BRIEFS.

The Athens (Tex.) Pottery Co. has been incorporated with a capital of $100,000 by P. E. Miller, J. C. Hogue and J. E. Miller.

The Ackley China Co., Poughkeepsie, successors to Wm R. Farrington, have been awarded the contract to furnish the new and old buildings at Vassar College with nineteen thousand pieces of crockery, glass and silver plated ware.

The Ceramic Importing Co., 37 Murray street, has made an assignment to Julius M. Mayer. The company was incorporated in September, 1903, with capital stock $10,000, and represented French and Norwegian manufacturers of china. The object of the assignment was to liquidate the corporation.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of September, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain	$210,790	$155,745
Austria	75,006	79,714
France	162,928	148,761
Germany	473,013	520,527
Japan	192,701	157,487
Other Countries	62,661	44,873
Other Europe		
Total	$1,177,099	$1,102,107

FOR NINE MONTHS ENDING SEPTEMBER.

	1909	1910	1911
Great Britain	$2,040 414	$2,068,877	$1,174,921
Austria	582,789	537,864	507,053
France	1,390,133	1,327,124	1,235,658
Germany	2,763,170	3,083,737	3,331,749
Japan	841,671	915,257	935,094
Other Countries	214,833	272,672	266,286
Other Europe			
Total	$7,733,010	$8,265,531	$7,451 861

TOYS

	1910	1911
Germany	$1,017,421	$1,206,131
Other Countries	111,627	121,383
Total	$1,129,048	$1,327,514

FOR NINE MONTHS ENDING SEPTEMBER.

	1909	1910	1911
Germany	$3,992,057	$4,735,716	$5,263,859
OtherCountries	403,807	592,317	711,705
Total	$4,395,864	$5,318,233	$5,975,565

GLASSWARE.

SEPTEMBER		FOR NINE MONTHS ENDING SEPTEMBER		
1910	1911	1909	1910	1911
$644 345	$568,543	$4,895,927	$5,500 422	$4,712,703

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

SEPTEMBER		FOR NINE MONTHS ENDING SEPTEMBER		
1910	1911	1909	1910	1911
$61,095	$70,487	$586,059	$666,007	$553,871

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The general creditors of the New Method Art Glass Co will not get one cent on their claims, according to a statement made at the office of the Commonwealth Trust Co. to the writer. This institution, in company with A. J. Smith, of the McKee Glass Co., were the receivers of the bankrupt concern. The property brought a little over $4,000, and after court costs and lawyers' fees have been paid the whole of the balance will go to "claims for labor," which are preferred. The stock of the New Method Co , which was bought by I. Joseph, has been distributed among a number of lighting fixture dealers in this section of the country. This closes the final chapter in the history of a concern which started with unusual prospects.

The Incandescent Supply Co., of this city, has started the manufacture of lighting fixtures, and is establishing a general business thoughout the country. The sales department is in charge of M. Newland, and the same concern is also making a feature of the manufacture of gas mantles for all purposes.

M. G. Bryce, manager of the commercial department of the United States Glass Co., accompanied by W. M. Anderson, manager of the manufacturing department of the same company, have returned from New York, whese they attended a conference of all Eastern salesmen at the New York office. Trade conditions for the new year were gone over, and an active campaign for increased business from the Eastern territory for the new year was planned.

W. W. Lang, Pittsburgh representative of Kinney & Levan, is back at his desk again after undergoing another operation on his right eye. "We have been having some good business on all of our glass and lighting lines during the past week," he said, as he opened a batch of orders, "and conditions promise well for the balance of the year."

Glass decorators have begun to receive first samples of some of the new lines which are to be presented in January, and different treatments are now being tried out. The decorators, like the manufacturers, are keeping these samples under cover, for, as one manufacturer said to the writer recently, "if we show our lines now, the first thing we know some fellow will start to copy the patterns."

The large dealers in the Pittsburgh district who make a specialty of lighting glassware are interested in the new Veluria reflectors—a new line brought out by the Fostoria Glass Specialty Co. The articles are not only being used for commercial houses and offices, but for residences as well. The reflector is claimed to maintain 90 per cent efficiency, the highest on the market, according to the manufacturers.

Buyers of glassware entertain the opinion that the manufacturers will maintain a "stiff upper lip" in January when the new lines are shown at the Ft. Pitt and Seventh Avenue hotels. There is a tendency even now to get a little more for goods than prevailed earlier in the year. Several large buyers have been in the market seeking to place contracts of from $25,000 to $50,000, to be delivered during 1912. One piece of business which would amount in the total to $50,000 was offered a manufacturer at old contract prices and promptly refused, the latter saying: "We'll book no big contracts until January." This is an indication of which way the wind is blowing.

The Phoenix Glass Co. is operating all its three factories. New lines for next year are being completed and assembled, so that when the big exhibit is brought to Pittsburgh in January everything will be ready for the jobbers.

W. G. Schmidt of this city is one of the organizers of the new Lewis County Glass Co., which will do business at Weston, W. Va., and to which a charter has just been issued. The company has a capital stock of $75,000.

It is claimed in local hotel circles that over fifty cut glass salesmen will "make Pittsburgh" in January, and will be here during the first fortnight of the "big show." The cut glass trade never came to the

exhibit until about three years ago, when J. H. Johonnot, now with the Sterling Cut Glass Co., opened the trail.

Because of the policy of the Consolidated Lamp and Glass Co. to always have something new on the market, their factory at Coraopolis is working full time. The demand for lighting glassware is heavy, and their complete new line is now displayed in their local sample rooms in the Bissell Block, in charge of H. A. Tanner.

TRADE TIPS.

THE Union Hardware Co. is the name of a new retail and wholesale concern which will open for business at Nashvillie, Tenn., Jan. 1 with $30,000 capital. Pottery, glassware, lamps, housefurnishings and silverware will be handled. Catalogues of these lines should be sent immediately. All officers were formerly with the Gray & Dudley Co., of Nashville. A. C. Breast is president of the new concern.

Bartlett, Ill.—Herman H. Schultz has opened a retail store, and is handling domestic pottery, imported china specialties and glassware

Minneapolis, Minn.—O. Bergeson has bought out J. C. Wilson and will handle pottery and glassware on a larger scale.

Helena, Ark.—The M. K. Upshaw Co. suffered loss by fire. It was doing a retail and wholesale business, and handled pottery and glassware. The business will be continued with new stock. Catalogues are wanted.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 21, 1911.

ANTWERP

103	packages	glassware.....B Gunthel
948	"	" .....Miscellaneous Orders
10	"	earthenware.....O Goetz
21	"	" .....E R Thieler
4	"	" .....L D Bloch & Co
3	"	" .....Frank & DeKeyser
63	"	" .....Graham & Zenger
42	"	" .....Miscellaneous Orders
3	"	toys.....B Illfelder & Co
4	"	" .....Koscherak Bros

COPENHAGEN

2	packages	earthenware .....Bawo & Dotter
191	"	" .....Geo Borgfeldt & Co

HAVRE

25	packages	chinaware.....Wm Guerin & Co
5	"	" .....Herman C Kupper
40	"	" .....Haviland & Co
34	"	" ..... Miscellaneous Orders

LIMOGES

164 packages chinaware..... Theodore Haviland & Co

LIVERPOOL

23	packages	earthenware.....L Straus & Sons
18	"	" .....H C Edmiston
11	"	" .....Meakin & Ridgway
29	"	" .....Maddock & Miller
8	"	" .....Ed Butler
9	"	" .....George Hamilton
11	"	" .....E Boote
28	"	" .....W S Pitcairn
2	"	" .....W H Plummer
19	"	" .....Geo Borgfeldt & Co
18	"	" .....R Slimmon & Co
12	"	" .....G F Bassett & Co
63	"	" .....Miscellaneous Orders
31	"	glassware.....W S Pitcairn
20	"	" .....J Davison
215	"	" .....Miscellaneous Orders

LONDON

5	packages	toys.....Strobel & Wilken Co
6	"	" .....Geo Borgfeldt & Co

BREMEN

5	packages	glassware..... L Straus & Sons
102	"	" .....Eimer & Amend
4	"	" .....Samstag & Hilder Bros
11	"	" .....F W Woolworth
31	"	" .....Strobel & Wilken Co
259	"	" .....Miscellaneous Orders
88	"	earthenware .....Geo Borgfeldt & Co
39	"	" .....O Goetz
72	"	" .....Miscellaneous Orders
7	"	chinaware.....Strobel & Wilken Co
137	"	toys.....Geo Borgfeldt & Co
13	"	" .....F A O Schwartz
39	"	" .....Samstag & Hilder Bros
39	"	" .....Strobel & Wilken Co
332	"	" .....F W Woolworth
242	"	" ..... Miscellaneous Orders

ROTTERDAM

42	packages	earthenware.....Bawo & Dotter
12	"	" .....L D Bloch & Co
24	"	" .....Lazarus & Rosenfeld
59	"	" .....Geo Borgfeldt & Co
8	"	" .....Miscellaneous Orders
9	"	glassware.....Graham & Zenger
26	"	" .....Miscellaneous Orders

SOUTHAMPTON

7	packages	chinaware.....Bawo & Dotter
6	"	" .....H Creange
19	"	" .....A G Moment
16	"	" .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

16	packages	earthenware.....Jones, McDuffee & Stratton Co
5	"	" .....E Boote
1	"	" ..... Jordan Marsh Co
9	"	" .....R Slimmon & Co
1	"	" .....Geo Borgfeldt & Co
6	"	" .....Meakin & Ridgway
12	"	" .....American Express Co
12	"	" .....Miscellaneous Orders

ANTWERP

23	packages	earthenware.....Jones, McDuffee & Stratton Co
1	"	" .....Jordan Marsh Co
12	"	" .....First National Bank
29	"	" ..... Geo Borgfeldt & Co
1	"	" .....L Wolf & Co
2	"	" ....Miscellaneous Orders

GENOA

18 packages earthenware.....R F Downing & Co

HONG KONG

47	packages	earthenware.....Jones, McDuffee & Stratton Co
41	"	" ..... Miscellaneous Orders

Among the Potteries
East and West

East Liverpool and vicinity.

Fear exists among the Western pottery manufacturers that "eleventh hour" buying this year will be heavier than last season, and that many dealers will be unable to get all their orders filled. That a tendency exists among merchandise men and buyers to hold off placing orders is the general belief of the majority of the local manufacturers. The capacity of a pottery is just so much, and when this has been reached no more ware can be made. Quite a number of buyers entertain the opinion that they can rush into the market at the last moment and get all the goods they want; but they will be sorely disappointed this year. Send your orders in now if you want to be sure of delivery.

* *

The sample room of the West End Pottery has been renovated and remodeled, and within a fortnight all the new treatments for 1912 will be displayed. F. M. Hays, of Trenton, Tenn., and his brother, J. D. Hays, of Memphis, Tenn., Southern salesmen for the company, have returned to their homes after spending ten days at the plant arranging the 1912 lines.

* *

W. J. Ford, with Burley & Tyrrell, Chicago, spent several days in the district last week looking over lines for 1912 and placing some business for immediate shipment.

* *

In order that the capacity of their decorating department be increased, the Knowles, Taylor & Knowles Co. have added two new decorating kilns to their already large battery. Business with this concern is good, the demand for dinner ware being the heaviest in recent years.

* *

J. M. Deens, sales manager for the D. E. McNicol Pottery Co., is expected home this week from an extensive Southern trip.

* *

The new lines to be shown by the Smith-Phillips China Co. for 1912 have been completed, and samples will be forwarded to all resident representatives within a few weeks. Sales at this plant for the current year will go far above the record of any season the company has been in business. There have been a number of changes in the manufacturing department during the last few months, all tending to increase the production.

* *

At the annual meeting of the United States Potters' Association, which will be held in the Hotel Raleigh, Washington, D. C, commencing December 5, a proposition will be considered to give $5,000 toward the tuberculosis fund inaugurated by the National Brotherhood of Operative Potters. An equal amount has been set aside by the Sanitary Potters' Association. The fund will ultimately be in charge of a board of trustees composed of representatives of all bodies contributing.

* *

W. S. George, president of the W. S. George Potttery Co., East Palestine, O, has been making a business and pleasure trip among the Pacific Coast States.

* *

A most extensive collection of books on ceramic subjects has been installed in the Carnegie Library of this city, and will be known as the H. E. Ashley Memorial Library. Before his death Mr. Ashley was regarded by many as the "coming man" in the ceramic chemistry world. For several years he was chief chemist for the Homer Laughlin China Co., and later was attached to the Bureau of Mines of the United States Government, with offices in Pittsburgh.

* *

J. D. Beatty, of the Beatty Pottery and Mfg. Co., Frankfort, Ind., is due in the district. He is one of the largest buyers of general lines coming into the territory.

* *

D. J. Sinclair, formerly a heavy stockholder in the Steubenville Pottery Co, and more recently financially interested in the Jefferson Glass Co., has been appointed a member of the Perry Centennial Commission by Gov. Judson Harmon.

* *

A slight fire caused some damage to the plant of the McNicol-Corns pottery in Wellsville, but fortunately did not result in curtailment of production.

Canton, O. Articles of incorporation have been issued to the Canton Porcelain Co. with $25,000 capital stock. Fred A. Fenton of this city is at the head of the concern. A general line of porcelain ware will be made.

Cincinnati, O. Over 3,000 additional square feet of space is being added to the plant of the Rookwood Pottery here. The annex will be used for the manufacturing of architectural material such as has been placed in the Norse room at the Ft. Pitt Hotel, Pittsburgh.

Chester, W. Va. An exceptionally large business in dinner ware has been done by the Edwin M. Knowles China Co. this year. Late season business is as extensive as that during the busy spring season, and the shipments for December now in sight will make the business for the year far above the average.

* *

New treatments on dinner ware for 1912 are now being selected by the Taylor, Smith & Taylor Pottery Co., and with additions to the specialty lines the concern will have a greater variety of American ware to show than ever before.

Toronto, O. The plant of the American China Co., which passed into the hands of a receiver several months ago, is now being operated in a small way under the management of Receiver W. B. Goucher and Thomas Price, the former general manager of the company, and a heavy stockholder. It is reported that the plant will be placed in full operation before the end of the current year.

AT ST. LOUIS.

WITH every spurt of cool weather there is a noticeable improvement in crockery and glass trading in this city. The jobbing houses are fairly busy making holiday shipments, while the department stores and leading dealers report business slowly but steadily advancing.

The St. Louis Glass and Queensware Co. have a fine stock of fancy goods which are beginning to move gratifyingly. F. Bremermann, the firm's buyer, has returned from a business trip to New York.

Edgar Blankenmeister, of the Blankenmeister Glass Co., is busily engaged in compiling a catalogue showing the great variety of goods the firm are marketing.

Under the management of A. Schuchat, the "Famous" pulled off the fifth $2.98 cut glass stunt this week. The offerings are the talk of the town, and if there is anybody who didn't get a $15 ten-inch punch bowl for less than three dollars it is because the jam was too great to bag the bargain. "How can he do it?" is the all-absorbing topic.

A splendid line of portable lamps and other specialties was shown at the Planters' last week by A. E. Foster, representing the Charles Parker Co., Meriden, Conn.

China, housefurnishings and aluminum specialties were shown at the Planters' by F. T. Bowman, of the Geo. H. Bowman Co., Cleveland.

Among others who were stationed at the Southern recently were: W. C. Hughes and E. C. Roberts, with S. A. Weller; Frank Lawrence, with the Fostoria Glass Co., Edward Butler, New York importer, W. T. Darden, the man with fine china, and Jack Kennedy, representing the Roseville Pottery Co.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Nov. 4 '11	Corresponding period 1910	Exports Jan. 1 to Nov. 4,'11	Corresponding period 1910
Boston	83	167	6762	6700
New York	167	152	6711	7566
Baltimore	129	401	9765	12348
Philadelphia	38	69	3806	4914
New Orleans	....	....	804	2009
Newport News	....	....	152	204
San Francisco	69	..	605	93
Portland (Me.)	....	....	556	1029
Galveston	...	3	893	1431
Portland (Or.)	....	....	73	25
Inland Points	1	45	1068	1575
Total	487	837	31195	37894

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Nov. 4,'11	Corresponding period 1910	Exports Jan. 1 to Nov. 4,'11	Corresponding period 1910
New York	167	139	8801	8037
Boston	83	167	6732	6448
Philadelphia	38	532	3784	5134
Baltimore	129	401	9681	12411
San Francisco	69	....	714	244
New Orleans	....	....	887	2176
Portland (Me.)	....	....	400	1943
Galveston	....	3	893	1513
Newport News	....	....	52	971
Portland (Or.)	....	....	40	55
Inland Points	2	45	312	1087
Total	488	1287	32296	40019

Théodore Haviland

Limoges.
FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices
and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308 310, 312
314. **316** 318

AFFAIRS OF A. H. HOAG CO.

SCHEDULES in bankruptcy of the Andrew H. Hoag Co., gas and electrical fixtures, 251 West Nineteenth street, show liabilities $22,319 and assets $12,229, consisting of stock $5,064, machinery $1,000, accounts $6,132, all pledged, and cash $31. Among the creditors are the Manhattan Commission Co., $5,356, secured: estate of Andrew H. Hoag, $4,300, and J. A. Hoag, treaurer, $1,200, salary. The company owes $644 to employes for wages.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN with experience in selling art glass domes. Good position for good man. Salary or commission. J. B. BRUENN, 115 South Fourth Ave., Mt. Vernon, N. Y.

SALESMEN wanted by an importer of crockery and glassware. Splendid opportunity for successful men. Answer should state experience, expectations and territory covered, and will be held confidential. Address IMPORTER, this office.

WANTED—First-class road or city salesmen for novelties for jewelers and department stores. Experience necessary. Address Box 774, this offiee.

SITUATIONS WANTED.

WANTED—Salesman covering the territory from Denver to the Pacific Coast is open for a first-class line of import china, domestic pottery, cut glass, silverware or similar lines. Understands the lines and capable of handling the best trade. Salary and commission. Address Box 773, this office.

FOR SALE.

POTTERY STOCK FOR SALE.—One-third interest in a six-kiln general ware plant, located in the West, doing a profitable business. Purchaser to become identified with the active management A bargain for the right man. Good reasons for selling Address CHAS. W. FRANZHEIM, Wheeling, W. Va,

POTTERY FOR SALE.—Small sanitary plant in good condition and active operation, with well-established trade. Can be bought on easy terms and at a bargain. Well located, with abundance of cheap fuel. Good reasons for selling. Address CHAS. W. FRANZHEIM, Wheeling, W. Va.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

ORIENTAL GLASS CO.,
MANUFACTURERS OF
Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby Mat and Gold, Crystal Mat and Gold.
COLORED CATALOGUE AND PRICE LIST ON APPLICATION.
Office and Works: PITTSBURGH PA., U. S. A.

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Krakno Glass Co , Pittsburgh 2
Oriental Glass Co., Pittsburgh 26
Potomac Glass Co .....
United States Glass Co , Pittsburgh 4
Williamsburgh Flint Glass Co 28

Materials

Drakenfeld, B. F., & Co 30
Roessler & Hasslacher Chemical Co 30

Miscellaneous

Abels & Co., easels .....
Caine's China Studio, Akron, O 31
Robert Rawsthorne Engraving Co. Pittsburgh 30
Timberlake, J. B., & Sons, Jackson, Mich 2
Whiting, Wm. H., & Co 10

CROCKERY & GLASS JOURNAL

NEW YORK, NOV. 30, 1911.

SALESMEN'S ASSOCIATION NOTES.

NEW YORK, November 27

Editor CROCKERY AND GLASS JOURNAL,

Dear Sir:—The circular letter as sent you by Mr. Wm. M. Warrin, and published by you in your issue of November 23, is the cause of much surprise and embarrassment to me.

Mr. Warrin says this circular is being sent to the members of the Pottery, Glass and Brass Salesmen's Association; he fails to state, however, by whom. The circular is misleading, and I do not like it. I ask you therefore to publish this my protest.

While I am not opposed in any way to the names as associated with mine in this circular, I desire it thoroughly understood that I was not consulted or even apprised that such a circular letter was be issued, and I do not approve of any such means of procedure.

I believe that the members of our Association, as a body, are well able to judge for themselves who best to vote for, and think that such matters should be left entirely to their own good judgment. I trust they will all exercise it, carefully consider all names printed on the ballot, and vote for the men whom they know or believe will best serve the interest of the cause, so that our organization will continue to remain what it is, the most successful of its kind in existence.

Yours very truly,

R. E. L. WELLS.

The "Infusion of New Blood."

November 25.

Editor CROCKERY AND GLASS JOURNAL.

Sir:—I notice in your issue of November 23 a report of the nominations for office in the Pottery, Glass and Brass Salesmen's Association, and connected with it seems to be a letter signed by Mr. W. M. Warrin embodying a copy of a circular which he says is being sent to the members. The general tenor of this circular seems to me to cast an implied reflection on the management of the Association and in a rather unfair manner.

In the first paragraph it calls for "the infusion of new blood." This may easily be carried out, for the reason that all of the new names mentioned by Mr. Warrin will appear on the ballot that is to be voted, and the gentlemen can readily stand on their merits or demerits in connection with the other names printed thereon.

The second paragraph states that the Association has "been managed by comparatively few men." This is so for the reason that Association matters must have immediate attention and require people who are located in this city and at liberty to respond promptly to calls for meetings; consequently geographical location and the occupation of the individual has governed the selections. The same paragraph says that "they have mostly worked hard." It seems to me that the present standing and record of this Association shows that they have worked untiringly for the ultimate good of the cause.

The third paragraph states that the gentlemen mentioned if elected would work "for the broadening of the latent possibilities for good within the organization," and under these circumstances and going over the various names of the candidates on the ticket I was led to make an investigation as to what each of the candidates have thus far done for the benefit of the Association. The result of this investigation I find to be as follows:

Candidate for		Joined	New members secured
R. E L. Wells,	pres.	June 15, 1892	13
W. W. Magee,	vice-pres.	Jan. 7, 1892	16
E. J Huott,	do.	Jan. 16, 1910	none
J. F. O'Gorman,	sec.	June 17, 1897	78
J. A. Reddan,	"	Mar. 21, 1908	1
Geo. Hamilton,	treas.	July 9, 1896	4
H. S. Mirrielees,	direc.	Aug. 20, 1896	50
A. H. Ledden	do.	Feb. 27, 1906	1
W. S. Pitcairn,	do.	July 30, 1896	26
E. R. Thieler,	do.	Mar. 26, 1903	1
L. D Seixas,	do.	Jan 7, 1892	41
Ed. Butler,	do.	Feb. 6, 1892	16
Wm. Dealing,	do.	Dec 15, 1905	1

which shows that the activities of the "old members" have not been confined to administrative affairs solely.

As one of the previous directors I served my time, did as well as I was capable of, and when the end of my term came I was not renominated, but made room for some of the new blood that your correspondent suggests; and would say that this same plan has been repeated year after year, so that the cry for the injection of new blood into the management of the Association hasn't even the saving quality of originality.

That the Association under its progressive management should be considered as satisfactory I would

state that in the year 1904 we had 467 members and $1,589 16 in the treasury and owed $300 to Henry Endemann, advanced by him to pay a death claim to prevent the calling of a third assessment that year, there having been nine deaths. followed by eleven deaths the following year, 1905. The figures below, to my mind, tell a most wonderful story of progress:

	Members	Benefit	Reserve	Total
Dec. 19, 1904	467	$1589.16		$1589.16
Dec. 19, 1905	559	832 54		832.54
Dec. 17, 1906	676	1582.13	$2307.16	3889.29
Dec. 20, 1907	748	1896 96	3104,96	5001 92
Dec. 17, 1908	809	2144 22	4812.85	6957.07
Dec. 16, 1909	819	2084.32	6619.69	8704.01
Dec. 16, 1910	807	1606.17	7643.28	9249.45

I wish to state, in writing this letter, that I have not done it with the intention of advocating the election of any one person or any number of persons. I think that the members are thoroughly competent to make their own selections without any suggestions from me, and am only writing in the interests of the Association.

Yours truly,

EDWARD F. ANDERSON.

Protests Against Being Dubbed "Insurgent."

Nov. 28.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—I have been nominated as a director in the Salesmen's Association, and if elected should deem it a great honor. But the older office holders do not seem to take kindly to my candidacy, and the term "insurgent" has been applied to myself and others who have been named for office. This, I contend, is unfair. The definition of the word is "rebel," and I claim that I am not a rebel simply because I have allowed my name to be used in the nominations for directors.

It looks as if the Board of Management did not want any of the younger members to take an interest in the affairs of the association. This is a mistake. Every member putting his shoulder to the wheel makes an organization all the stronger.

It matters not the way the election goes, you will always find me working for the interest and welfare of the association.

Very truly yours,

A H. LEDDEN.

Wants To Know.

November 29.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—Can someone tell me why so much feeling is displayed by members of the Board of Management of the Salesmen's Association because a few young, energetic and represenative business men in the District accept nomination for the offices becoming vacant at the end of the current year?

It has always been the lament of the management that few except themselves attended the meetings for the purpose of making nominations; therefore they reluctantly had to accept the nominations year after year. They have said repeatedly that they would willingly make way for younger members, and would welcome them in the official fold; why, then, this awful howl when their desire has materialized? Should they not now live up to their former expressions and lend their aid to the "younger blood?"

From all I hear in the District, instead of doing so they are using every effort to retain among their own coterie the offices which hitherto they have only accepted because no one else could be found willing to run.

What I am anxious to know is, why this changed front?

Yours very truly,

W. F. UPHAM.

"Unknown Quantities."

NEW YORK, Nov. 25, 1911

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—In response to the communication printed in your issue of November 23 from our esteemed friend W. M. Warrin, permit me to say that the motive behind the organization of the Salesmen's Association was primarily a benevolent one. Social intercourse, with the exception of an annual dinner, was not for a moment considered. The better known gentlemen whose names Mr. Warrin offers for candidates have secured or assisted in securing upwards of 300 members of our Association whereas those whom he has requested us to elect as vice-president, secretary and directors have secured but four. Are we to assume that the few men to whom Mr. Warrin refers were inefficient or in anyway lacking in Association spirit? Who can deny that they were ever ready to contribute their time and knowledge to further the cause of the organization? Grant that the infusion of new blood will have the effect hoped for by Mr. Warrin, does it follow that the expected result will be accomplished? Are not many of the candidates for whom he asks us to pledge our votes unknown quantities? Why, fellow members, should we cast our votes for unknown quantities in preference to those who ever have been ready with time and knowledge to further the interest of the Association and who have gulded it to the present commanding position it occupies in the field of crockery and glass? Our members cannot manifest their loyalty in a more appreciative way than by their votes for:

R. E. L. Wells, with L. Straus & Sons, for president.

W. W. Magee, with Plume & Atwood, vice-president.

George Hamilton, representing Furnival's, Ltd, treasurer.

Jos. F. O'Gorman, O'Gorman Publishing Co., secretary.

H. S. Mirrielees, representing Manning, Bowman & Co., for director

W. S. Pitcairn, representing Doulton, for director.

L. D. Seixas, with Higgins & Seiter, for director.

The foregoing is offered for the earnest consideration of all Association members.

Respectfully yours,

THOS. A. BYRNE.
(with Higgins & Seiter.)

A meeting of the Board of Directors was held on Tuesday noon, W. W. Magee acting as secretary pro tem. The following members were elected: D. B. Pilkey, Storck John Valentine, and John B. Brooke. The offer of one share of stock in the O'Gorman Publishing Co. to the person obtaining the greatest num-

ber of new members, as offered by Reddan-Brown, was unanimously disapproved.

A. H. Sharpe, who was nominated for territorial vice-president in Buffalo, writes us that while he appreciates the honor conferred upon him, he feels that he would not be able to devote any of his time to the organization.

Harry P. Muirheid, who was nominated to run as one of the new directors, withdrew his name, thinking that some of the new members should take up the work. He has devoted a great deal of his time to the Association in the past, and now prefers to let others do it.

W. R. Nieper has declined the nomination for territorial vice-president at San Francisco.

THE CONDITION OF BUSINESS.

New York. Thanksgiving week usually brings the travelers home, and this year is no exception. Naturally, orders from this source almost ceased, and visitors were few and far between. Mail orders were reasonably numerous, but taken as a whole the week was not a particularly good one.

As was surmised would be the case, the great influx of visitors to New York resulted in a good retail trade among the dealers in higher class goods. There was some demand for crockery especially adapted to the Thanksgiving festivities, and some of the houses which cater particularly to the big hotels had lots of calls for matchings. It is worthy of note that the Fifth avenue dealers in the higher class goods did the best business. The department stores were a little chagrined that they did not get more of this trade, but consoled themselves with the fact that their regular patrons favored them to a certain degree.

Our reports from the factories are very encouraging. Numerous inquiries are being made for new goods, and the belief is that next season will open up well.

We quote from Henry Clews & Co : "Beyond question, favorable conditions predominate in the stock market. There is a confidence and cheerfulness developing which is in striking contrast with what has prevailed for many months. A wide-range survey of the situation shows many changes for the better. There are also better conditions in the textile industry, which undoubtedly has seen the worst of the crisis. Tariff uncertainties are the chief obstacles at the moment, but these will soon come up for adjustment, and the probabilities are that no very injurious changes will be made in any of the schedules."

The crockery men are certainly of the opinion that bottom has been reached in their trade. The fine orders placed for French china for spring and Japanese goods for fall delivery show that buyers are beginning to wake up to the necessity of having goods in stock.

East Liverpool and Vicinity. Close buying has characterized the Western pottery district during the past ten days and this has led the manufacturers to believe that the retail trade is ordering only for absolute needs. The premium business is at its height and will continue heavy until into the new year.

Pittsburgh and Vicinity. The bulk of the holiday business with glass manufacturers is on the books, and shipments are going forward as rapidly as possible. Several of the smaller plants are working to the limit of capacity. Cut and blown ware is in great dsmand. Pressed ware is moving better than for some time.

ON THE PACIFIC COAST.

THE fall activity in the wholesale crockery and glass houses is now about over and the dealers are giving most of their attention to preparing for the spring season. Everyone seems to feel that the prospects for business during the coming year are most encouraging.

* *

The retail houses are fast putting on their holiday attire. Ever since the first of November there has been a steady demand for Thanksgiving, Christmas and New Year's goods—staples as well as novelties—which the dealers believe is an indication of unusually heavy holiday buying.

* *

Mr. Moelindner, who looks after the interests of the Dohrman Commercial Co. in New York, is on his usual late fall visit to headquarters.

* *

Mr. Schloss, of the Schloss Crockery Co., who has been in the East far several weeks in the interest of the Golden State Mason fruit jar, is expected to return to San Francisco within the next ten days.

* *

Max Merten, secretary of the American Import Co., has just returned from a three months' trip through the northern and eastern part of the Coast territory, and says that he finds conditions in San

Francisco compare favorably with those of any other part of the West. Mr. Cramer, of this company, starts in a few days for a visit to all the pottery and glass centers, and will spend some time in New York city.

* *

The new building of John G. Ills & Co., on Mission street, between Third and Fourth, is rapidly nearing completion and will be occupied soon after the first of the year.

* *

A. J. Martin is now buyer for the crockery and glassware department of the Stone Fisher Co., Seattle Wash. He takes the place of C. S. Cosgrove, who resigned a short time ago.

* *

Mr. More, who has been buyer for the crockery and glassware department of the local store of Hale Bros., has resigned, and J. Lee Richards now has charge of this department.

* *

The California China Products Co., National City, Cal., is planning the installation of new machinery with which the output will be doubled.

* *

The firm of R. G. Buchanan & Co , Vancouver, B. C., has been dissolved.

AT BOSTON.

AT a meeting held at the Boston City Club recently plans were formulated by the representatives of fhe large department stores for the suppression of shoplifters during the holiday season.

Mr. and Mrs. Eben D. Jordan, of Jordan, Marsh & Co., are home again after a ten weeks' tour of Scotland, Ireland and England.

Katz Bros. are to open a novelty store at Market Square and Liberty street, Newburyport.

The Alpha Premium Co., at 1295 Tremont street is now carried on by Robert H. Glass.

"Shop of Jenkins, Inc." caryring dry goods, novelties, etc., has been incorporated with $20,000 capital.

Paul M. Phillips, the popular jardiniere salesman, has left Boston for Zanesville, Ohio, where he will remain until after the holiday.

Paul J. Means and Myer Brown are now conducting the Springfield Novelty Co. at 608 North street, Springfield, Mass.

A new concern, the William Horrigan Co., using quantities of crockery and glassware as premiums, has been incorporated with $25,000 capital. President, Charles M. Bugbee.

Another new corporation is the L. H Warner Co , of Orange, dealing in kitchen furnishings, etc.

Among the visiting salesmen in town this week were: Walter S Knowles, representing Wm. Guerin & Co., Pouyat factory, Limoges; Harry Burke, New York, and Alfred B. Evans, with Meakin & Ridgway, New York.

Buyers present were: Messrs. Eaton and Whipple, Fitchburg; Mr. Alden, Brockton; George W. Bruorton, with Shepard Co., Providence; Walter B. Neal, Rochester, N. H.; Fred Bodwell, for Burroughs & Sanborn, Lynn; Fred Swasey, of E. Swasey & Co., Portland, Me.; James Kershaw, Fall River; Miss Sullivan, with Clifford-Cobb Co., Lawrence; Joseph Donovan, for Robertson-Sutherland Co , Lawrence; W. W. Morse, Augusta, Me; George W. Allen, Brockton; George A. Redpath, Lynn; Berry & Ball, Montpelier, Vt.; Gibbs Brothers, Lynn; C. B. Fraser, Hyannisport; A. W. Fairchild, Providedce; Mr. Goodman, with Heinze Bazaar, Detroit; B. McGovern, Providence.

MAKING VACUUM BOTTLES.

VACUUM bottles are made on the principle of one holder inside another, with a small air space between which serves as insulation. The two are then fused together, with such support for the inner tube as can be devised, silver plated to prevent the transmission of light waves, and placed in a suitable container.

The basis of the process, then, is the double glass container. These come to the factory in tubing of approximately correct size, says the "Edison Monthly" and are then cut roughly to length. In this process great waste seems unavoidable, for whenever flaws are found there is nothing to do but to throw away the defective tubing. This, in fact, is one of the chief elements of expense, as the defect may not appear until some of the finishing processes are reached.

After the cutting down of the tubes the work of the glassblowers begins. Expert craftsmen commanding from $40 to $50 a week heat the tube and shape it to the right length. At the same time they round and close the bottom. The softened glass is kept in shape by a stream of air within, coming from motor-driven pumps.

In some of the bottles the inner tube is separated at the bottom from the outer one by a padding of asbestos. In another make there are three dents in the curved surface, which form supports separating the two tubes. These are covered with mica to maintain the insulation.

When the tops have been fused together and properly shaped by skilled glass workers the bottle is ready to be washed and silver plated. First an acid and then a silver solution is forced between the two glass shells, through the hole in the bottom. This can be done only by first drawing out the air, after which the pressure then forces the liquid in.

The bottle with this rather dirty looking solution is placed in a tank of scalding water. A few seconds later it emerges transformed into a silver coated object beautiful to behold. The plating is then set by baking in an electrically-heated oven.

Making the vacuum is the next and the most delicate operation of all. By ordinary pumping one can produce a vacuum of about seven pounds to the square inch, which serves to keep liquids hot or cold for a certain number of hours. When this has been done, in at least one factory, a far more perfect vacuum is then secured by a mercury fall system, so called.

There is an intricate arrangement of tubes of mercury which in falling produce the necessary pressure to remove the last vestige of air, a vacuum of some fourteen pounds to the square inch. This is guaranteed to keep things hot forty hours and cold ninety, or longer.

BUSINESS BRIEFS.

The bankruptcy case of C W. Franzheim, former manager of the Wheeling Pottery Co., after having been in the court for three years, was closed last week, and Referee J. W. Cummins issued an order of discharge.

Herman Gluck, dealer in glassware and housefurnishing goods, 525 Second avenue, has filed a petition in bankruptcy, with liabilities $47,104, of which $40,000 is secured by realty mortgages and $7,104 is business debts. Assets are $1,116, consisting of stock $827, accounts $282 and cash in bank $7.

A meeting of creditors of the Enos Company, manufacturers of electric and gas fixtures, 36 West Thirty-seventh street, was held Nov 24. Many claims were proved, and Archibald Douglas was elected trustee and authorized to retain A. T. Enos and Chas. L. Gulick, president and vice president, in the conduct of the business. The creditors were in favor of continuing the business until March 31. A committee of creditors, consisting of Eugene H. Peck, Herman Kahn and Marshall Gleason, was appointed to advise with the trustee concerning the business. The schedules show liabilities of $431,524 and nominal assets $675,567.

"DID you ever gaze on royalty?"

"Just once. It cost me $3.75, and the chap who held it drew two cards, too."

COST OF DEPARTMENT STORE DELIVERIES.

IN the mass of statistical evidence presented at the hearing before the Inter-State Commerce Commission, in charge of an inquiry into the rates and practices of express companies, was an interesting set of figures on what it costs one of the city's big department stores to deliver the mixed packages of customers' purchases. The aim was to uphold the contention that express rates are exorbitant.

It costs one particular department store 7 4-7 cents to deliver each package in Manhattan from the Battery to 135th street. The cost in Brooklyn, including deliveries in Coney Island, Flatbush, Ridgewood, and Greenpoint, is 9½ cents. In Jersey City, including Hoboken and Weehawken, it is 10 1-5 cents. In the Bronx zone, which includes Yonkers, Mount Vernon, New Rochelle, Tuckahoe and Mamaroneck, the cost is 6¼ cents; Port Chester, including the district from Larchmont to Stamford, Conn., and White Plains, 16 1-3 cents; Tarrytown, including from Hastings to that town, 11 cents; Staten Island, including Bayonne, 11 cents; the Long Island district from Long Island City to Bayside and Queens, 12¾ cents; Hackensack, including Homestead, Closter, Ridgewood and Paterson, 12 1-3 cents, and in Newark, Passaic, Morristown, Plainfield and Elizabeth, 8 3-5 ceuts.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Nov 11 '11	Corresponding period 1910	Exports Jan. 1 to Nov. 11,'11	Corresponding period 1910
Boston	105	134	6867	6834
New York	277	146	6988	77 2
Baltimore	288	....	10053	12348
Philadelphia	....	49	3806	4963
New Orleans	50	20	854	2029
Newport News	1		153	204
San Francisco	70	..	675	93
Portland (Me.)	....	....	556	1029
Galveston	9	...	902	1431
Portland (Or.)	....	....	73	25
Inland Points	3	143	1071	1718
Total	803	492	31998	38386

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Nov. 11,'11	Corresponding period 1910	Exports Jan 1 to Nov. 11,'11	Corresponding period 1910
New York	272	155	9073	8192
Boston	147	134	6879	6582
Philadelphia	....	49	3784	5183
Baltimore	288	....	9969	12411
San Francisco	70	....	784	244
New Orleans	50	20	937	2196
Portland (Me.)	....	....	400	1943
Galveston	9	....	902	1513
Newport News	1	....	53	971
Portland (Or.)	....	....	40	55
Inland Points	....	103	312	1190
Total	837	461	33133	40480

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 30, 1911.

FOR THEIR OWN PROTECTION.

THAT laws should be made and enforced to prevent the monopoly of trade in any commodity none will dispute. But conferences or agreements whereby ruinous competition might be avoided should certainly be permitted. The prices of both crockery and glass have gone down until there is not a living profit in many, if not most, of the articles in these two lines. It is easy to say that a manufacturer need not take orders for goods which do not show a profit, but such opinions ignore the fact that the factory has to run to make the profitable goods, and it is sometimes advisable to make the unprofitable ones for the sake of keeping the men employed until better orders come in.

Buyers themselves are in a measure to blame for the low prices at which they are compelled to sell. They forget that it is against their own interest to have goods too cheap. As we have repeatedly shown, when they buy low they sell low, and lose the difference If the low figure secured from the manufacturer were confined to the one obtaining it, matters would be different. What really happens is that as soon as the rates are cut to one the slashing goes all down the line, and nobody but the ultimate consumer is benefitted.

Manufacturers should be allowed to stand together and maintain prices against that kind of buyer who shrugs his shoulders, says he can do better, and if the seller wants the order he will have to come down. The writer was present not long ago when a buyer made just that remark and quoted a firm which would give a better price. His offer of business was refused, and he left to make the next move in the game of playing one manufacturer against another. This consisted in calling on the firm quoted and saying that the concern refusing him had offered to take the order.

Trusts as monopolies are one thing; agreements to sustain prices are another; and in the interest of both retailer and wholesaler they should be permitted.

PERSONAL.

A VERY pleasant gathering was held in Honesdale, Pa., Nov. 22, when W. D. Finke, representing the Krantz-Smith Cut Glass Co. in New York, William R. Claflin, from Boston, and A. R. Engleman, Western representative, accepted an invitation from the principals to attend the annual banquet of the Exchange Club of Honesdale. There were abont 150 guests all told, including many glass men, among whom were L. J. Dorflinger, Chas. Dorflinger, Sr., Chas. Dorflinger, Jr., J. E. Krantz, G. W. Smith, T. B. Clark, J. Kelly, Albert Steinman, Richard Murphy, and Charles McKanna. The banquet was well served, and there were some very entertaining speeches.

⚜

C. H. Blumenauer, of the Jefferson Glass Co., Follansbee, W. Va., came into town last Friday. Always cheery, he was particularly pleasant this trip, because of the good business the factory is doing.

⚜

C. L. Casey, of the Guernsey Earthenware Co., Cambridge, O., has been so busy at the plant that he has not been able to visit the metropolis for nearly a year. However, Ledden & Bates are looking forward to a visit from him in the near future.

⚜

Frank M. Miller started on Wednesday to visit the factories he represents, and will be gone about two weeks.

⚜

A. R. Marayatt, 57 Murray street, left for Philadelphia on Monday with a line of samples from the Pioneer Cut Glass Co. and the Crescent Cut Glass Co.

⚜

H. S. Clarke, with Robert Slimmon & Co., came home for the season on Monday. His last stop was Boston, where he found everybody exceedingly busy.

⚜

R. Glaser, with Higgins & Seiter, received an unusual honor when he was elected by acclamation president of the Samuel Tichner Society—a charitable

organization working all over the city, but principally on the East side, which disburses about $75,000 annually.

⚜

George H. Service has just returned to the office from a trip. He reports good business.

⚜

D. F. Dodds, representing the Monroe Glass Co. in the East, has just returned from a profitable trip through New Haven, Worcester, Providence and Boston. He is much pleased with the way business has developed since he took hold.

⚜

J. Hines is in Rochester, N. Y., this week, and goes from there to Pittsburgh.

⚜

E. Torlotting returned last week from his trip through the Middle West, which he says was most satisfactory.

⚜

Wm. M. Warrin started this week on a visit to some of his factories.

⚜

George H. Bowman arrived from Europe on the "Lusitania" last Friday and left for his home in Cleveland on Saturday night. Ernest Wolf, who, as stated last week, had been six monthson the road for the company, came in Friday morning to meet his principal. He will remain in New York for some weeks.

⚜

P. J. Handel, president of the Handel Co., Meriden, Conn., was in town this week visiting the New York showrooms.

⚜

David Westwater, of J. M. & W. Westwater, Columbus, O., was in the city last week to attend the Horse Show, and incidentally to select from the various showrooms in the District beautiful examples of the ceramic art with which to furnish a bachelor apartment for a friend at home.

⚜

B. Banner, the china man of Dallas, Tex., who has been in New York for some days, said he expected to eat his Thanksgiving dinner on the train going home. It would be a lonesome affair, but he would try to get a piece of turkey, and would ask for the neck, where he would undoubtedly get it.

⚜

E. C. Miles, Rome, N. Y., who has been in town says that owing to the locomotive works being busy trade is very good in his town.

⚜

George B. Jones, representing Johnson Bros., Hanley, England, was operated upon for stone in the bladder November 17 at the hospital in East Orange by Dr. Chetwood, specialist of New York, assisted by his family physician, Dr. Graves of East Orange. Mr. Jones is recovering nicely, and the doctors predict that he will return to business early next week.

⚜

S. G. Judd, Stamford, Conn., an old timer in the business and well known in the District, was a welcome guest this week.

⚜

O. L. Sutherland, with Geo. F. Bassett & Co., came back last Friday from his long Western trip, which he says was entirely satisfactory.

⚜

Edward Unger leaves New York on Sunday night next for the factory at East Liverpool to "fix up his fences for the coming year."

⚜

Thos. Carr, of the Warwick China Co., Wheeling, W. Va., was a visitor to the city on Tuesday.

⚜

E. S. Frack, in the hotel department of Wanamaker, Philadelphia, has concluded arrangements with the house of James M. Shaw, this city, and will represent it from January 1.

⚜

This week Herman C. Kupper is in Washington, and from there will go to Baltimore. He writes that he will be back at his office next week with a book full of orders.

⚜

Leonard Stock, who has just returned from a tour through the Middle West, had a record-breaking trip. He says that all the merchants in the territory he covered without exception have done much better business than last year.

⚜

Frank Primrose is home from a trip down East, and will remain in New York till after the holidays.

⚜

Dempsey Bros , Newark, N. J., were represented in the crockery and glass district this week. They are preparing for a busy holiday season.

⚜

Wm. P. Graham is expected to return from Europe about the middle of December.

⚜

George Hause, the housefurnishing buyer for Wanamaker, Philadelphia, was browsing around the District on Tuesday.

⚜

A. C. Dorner has joined the sales force of Kniffen & Demarest.

⚜

Andrew Mitchell, president of the Pioneer Cut Glass Co., said when here last week that they were

so busy at the factory that every frame was working up to ten o'clock at night, and that even at this rate they are put to it to fill all their orders.

THE CLAY PRODUCTS EXPOSITION.

NEXT March the Clay Products Co. will hold a show in Chicago. Very few people have an adequate idea of what is made of clay, and this will be an opportunity for the American potters to place their lines where the world can see them. The management claim that the expense will be no greater than to display their goods in a hotel, and that besides reaching the dealer exhibitors will have an opportunity to advertise their wares to the consumer. Particulars as to space, etc., may be obtained by addressing the Clay Products Co., 815 Chamber of Commerce Building, Chicago.

THORNS IN THE ENGLISH POTTER'S CUSHION.

MANUFACTURERS of pottery at the present time cannot be said to occupy the proverbial bed of roses—unless, indeed, the bed is supposed to be made of plenty of thorny briars, covered with a thin sprinkling of leaves and petals, says the "London Pottery Gazette." When Thackeray occupied the editorial chair of the "Cornhill Magazine" he published an essay describing the thorns in the editorial cushion which rendered that much-desired position anything but a comfortable seat. So, now, the pottery manufacturer, though engaged in an admittedly interesting and presumably profitable occupation, finds that many of its present conditions are such as to subject him to extreme discomfort and irritation.

For instance, he sees that his raw materials constantly tend to become scarcer and dearer. In some cases this trouble is aggravated by the knowledge that foreign competitors have invaded his sources of supply, or that another industry is buying up his materials at enhanced prices for some different and more remunerative purpose. It is a fact that more china clay is now used in the United Kingdom for the making of paper than of pottery; while it is also well known that the demands of the fertilizer industry have appreciably reduced the amount of bone ash available for the porcelain manufacturer. Coal, again, may be regarded as one of the potter's most important materials—is not the presence of the coal fields one of the main reasons for the Staffordshire Potteries standing where they do? And coal prices continue to move upward.

After materials, labor; and what a chapter of vexations that simple word suggests! Although the workers in the potteries are far more amenable to reason than those in many other industries, and although the relations between masters and men in most cases are of the friendliest, yet there is always present a certain amount of discontent which may at any moment thicken to a black cloud that threatens a disastrous storm. Even when there is no prospect of a serious strike resulting in an all-round stoppage, there is still the certainty that little or no reduction in the cost of labor is likely to be effected in the near future, while an increase is quite likely to be demanded in some directions.

That thorn pricks sorely. But even more grievous are the unkind prods administered by a paternal Government. Rules and regulations, inquiries and commissions, prosecution and persecution—here is a veritable mimosa-bush or quick-thorn hedge to add to our list of discomforts. Practically every improvement which the manufacturer is expected to introduce into his premises or his methods must involve him in extra expense without bringing him any compensating return. And he has the chagrin of realising that often the works which he is now expected to put in order have been sorely neglected by his predecessors, whose fat profits cannot be drawn upon to make good his present deficiencies; that, moreover, the workers whom he is expected to safeguard are frequently most heedless of the simplest precautions on their own behalf; and that his goods will have to compete in home and foreign markets with the products of factories where legislative restrictions are of the mildest, if they exist at all.

Turning from the producing to the selling side of the business, there is still small comfort to be found. Prices are on a low level, yet difficult to maintain, and well-nigh impossible to raise; though for this the producers themselves are in some degree responsible. Transit is troublesome and unreliable, and is likely to become more costly. Dealers keep down their orders to the smallest proportions, but expect the promptest attention and the largest credit for their diminished patronage. Every pin-prick received from one of their customers is passed on as a lance-thrust to the manufacturer, who may or may not have been to blame. While often those retailers who are the pleasantest fellows to deal with prove in the long run to have been too easy-going all round, and finish up in the columns of the "gazette" with a long list of bad debts beneath their names.

Still, in spite of all the disadvantages we have hinted at, and certainly not overdrawn, the British potter manfully struggles onward, and if he does not exactly welcome "each sting that bids him either sit nor stand, but go," he faces the inevitable with a stiff upper lip, and by activity and adaptability, resource and research, he keeps his position in the world's mart, and even manages sometimes to improve it. All honor to him!

The New York Crockery and Glass District.

Here is a chance for some buyer who is looking for a special lot of goods for a holiday sale. Geo. F. Bassett & Co. have a line of children's outfits which they will sell at greatly reduced prices, consisting of sets for cereals, bread and milk and berry sets, in decorations that will at once appeal to the little ones. Among them are nursery rhyme pictures, Teddy bears, and the always interesting Buster Brown. Quick application is necessary.

If any of our advertisers are in a position to export cut glass, lamps and kindred lines, and are desirous of making foreign connections, we shall be glad to put them in touch with those having avenues for the disposal of such goods.

George N. Blust, New York manager of the Pittsburgh Lamp, Brass and Glass Co., has just received some new perforated brass, glass-lined cylinder lights suitable for either inverted gas or electric lights, as they are made to go in 3¼ fittings. The glass linings are made in a variety of different colors —crystal, straw, topaz, green and royal copper, all being roughed inside. The cylinders are sixteen inches by four inches in diameter, and make a very handsome appearance. The design of the perforations in the brass is of conventionalized oak leaves, with a border of acorns.

The Crystal Tumbler Co. are making a special run on tumblers. The lime glass is coming out in exceptionally good color, and they are having great success with their product.

The Consolidated Lamp and Glass Co. have sent to their New York office a new electric shower light. The shades on the five lights bear a very handsome design of grapes and foliage entwined on trellis work.

Robert Slimmon & Co. are making a big exhibit of Bourne & Leigh's English earthenware dinner sets. The number of patterns is so great that it is impossible to enumerate them. In addition there is a great variety of other makes, so that a buyer has a veritable feast of good things to select from.

Realizing that the District is the place to sell glass specialties, Essmuller & Baker have taken office room with I. Silverberg, 76 Park Place, where they will display their "Fit-all" dish cover, made in crystal and opal glass and also in aluminum.

The McKee Glass Co. are busy on the new designs they are shortly to launch on the market, and the middle of December will see them in the District.

J. H. Venon opened this week some of the most exquisite French china that has ever come to our notice. There are both dinner sets and service plates in gold incrustations, gold and color with enamels, and color schemes alone. The motifs are entirely new and different from anything hitherto seen on French china.

The Central Glass Works have just added two pieces to the pattern with the lace effect—a brandy and soda glass and one for high balls. The line is now complete.

While the Stork-Bates-Sherwood Co. are getting out designs for next year's business, they are so busy filling orders for the present ones that there is a doubt whether they will put the new things on the market until the spring. Their No. 102 lamp is meeting with phenomenal success.

E. R. Thieler has on display a wall panel of hand decorated tiling from the Dresden factory of Villeroy & Boch, in a rich, handsome design, made for exhibition at one of the recent World's Expositions. Its height is fifteen feet and it is five feet wide. The design consists of the figure of a woman representing Peace, flanked on either side by the British and

United States coats of arms. The colorings are rich, and the whole conception very artistic. Mr. Thieler is desirous of finding a customer for this masterpiece. It would be suitable for a banquet hall, hotel lobby, or entrance to a large residence, and its possessor would have a piece of handiwork that has not its equal in this country.

The Royal Worcester Porcelain Co. have sent to their New York representatives, Maddock & Miller, a unique design in dinnerware. It is Chinese in character, the decoration being a plant standing on a small stool, the foliage and flowers extending over the piece. The colors are cobalt blue and sage green beautifully harmonized.

The C. F. Monroe Co., Meriden, Conn., have sent to their New York showroom, 25 West Broadway, half a dozen excellent new samples, including vases and bowls in cut glass. One particularly attractive pattern is on the order of an urn about eleven inches in diameter which may be used as a fruit dish.

I. P. Cohen, 76 Park, Place is selling some excellent samples of cut glass at twenty-five per cent off the factory price. A good opportunity to get goods for a special sale.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 28. 1911.

HAMBURG

115	packages	glassware	Fensterer & Ruhe
4	"	"	Frank & DeKeyser
4	"	"	Herman C Kupper
2	"	"	F Euler & Co
24	"	"	N Wapler
88	"	"	L Straus & Sons
8	"	"	Strobel & Wilken Co
357	"	"	Miscellaneous Orders
83	"	earthenware	Bawo & Dotter
151	"	"	Geo Borgfeldt & Co
27	"	"	J Palme
17	"	"	Koscherak Bros
14	"	"	O Goetz
14	"	"	E R Theiler
6	"	"	Ceramic Importing Co
19	"	"	Lazarus & Rosenfeld
72	"	"	L D Bloch & Co
311	"	"	Miscellaneous Orders
54	"	chinaware	Strobel & Wilken Co
208	"	toys	B Illfelder
8	"	"	Samstag & Hilder Bros
7	"	"	Knauth, Nachod & Kuhne
72	"	"	F W Woolworth & Co
10	"	"	A Steinhardt & Bros
12	"	"	Strobel & Wilken Co
10	"	"	Miscellaneous Orders

LIMOGES

107	packages	chinaware	Theodore Haviland & Co

LONDON

4	packages	toys	Geo Borgfeldt & Co
1	"	"	F A O Schwartz

HAVRE

50	packages	chinaware	Wm Guerin & Co
23	"	"	L Straus & Sons
15	"	"	Bawo & Dotter
13	"	"	H R Churchill
24	"	"	Miscellaneous Orders
42	"	glassware	E Utard

BREMEN

2	packages	glassware	L Straus & Sons
97	"	"	Eimer & Amend
49	"	"	H Endemann
27	"	"	J H Venon
2	"	"	Strobel & Wilken Co
400	"	"	Miscellaneous Orders
53	"	earthenware	Geo Borgfeldt & Co
53	"	"	Karl Hutter
6	"	"	Bawo & Dotter
117	"	"	Miscellaneous Orders
15	"	chinaware	Strobel & Wilken Co
240	"	toys	Geo Borgfeldt & Co
15	"	"	A Steinhardt & Bro
179	"	"	Samstag & Hilder Bros
27	"	"	Bawo & Dotter
99	"	"	F W Woolworth
4	"	"	F A O Schwartz
21	"	"	Strobel & Wilken Co
328	"	"	Miscellaneous Orders

ANTWERP

230	packages	glassware	B Gunthel
30	"	"	Fenesterer & Ruhe
17	"	"	O Goetz
8	"	"	Graham & Zenger
156	"	"	Miscellaneous Orders
1	"	earthenware	L Straus & Sons
18	"	"	E R Thieler
5	"	toys	B Illfelder & Co
2	"	"	Frank & DeKeyser
1	"	"	Koscherak Bros

LIVERPOOL

2	packages	chinaware	Strobel & Wilken Co

FIUME

21	packages	toys	Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

16	packages	earthenware	Jones, McDuffee & Stratton Co
81	"	"	Mitchell, Woodbury Co
134	"	"	American Express Co
5	"	"	Rowland & Marsellus Co
16	"	"	A W Chesterton
2	"	"	Houghton & Dutton
3	"	"	E Boote
5	"	"	W N Proctor & Co
3	"	"	Miscellaneous Orders

HAMBURG

30	packages	earthenware	Jones, McDuffee & Stratton Co
35	"	"	Bawo & Dotter
122	"	"	E A Runnells & Co
1	"	"	R F Downing & Co
46	"	"	National Despatch Co
120	"	"	L Wolf & Co
24	"	"	Ocean Transit Co
142	"	"	First National Bank
7	"	"	Houghton & Dutton
21	"	"	Mitchell, Woodbury Co
18	"	"	L E Knott Apparatus Co
1	"	"	R H Stearns Co
7	"	"	Jordan Marsh Co
65	"	"	F W Woolworth
268	"	"	Geo Borgfeldt & Co
147	"	"	Patterson Wylde & Co
179	"	"	Miscellaneous Orders

ROTTERDAM

7	packages	earthenware	Bawo & Dotter
2	"	"	R F Downing & Co
2	"	"	Geo Borgfeldt & Co

Among the Potteries
East and West

East Liverpool and vicinity.

Pottery manufacturers are taking considerable interest in the Clay Products show to be held in the Coliseum, Chicago, March 7 to 12 next. Six or more manufacturers from the East Liverpool district will have exhibits, from present indications, while one large Western art ware manufacturer has reserved two booths. It is possible that at the next meeting of the United States Potters' Association the exposition will receive official recognition.

* *

All manufacturers are in the midst of arranging new treatments for 1912. The Homer Laughlin China Co. has completed its line of dinner ware patterns, and these were shown for the first time to the Chicago trade during the past week by Mr. Donaldson. The "Geneva" shape has over fifty new treatments. Conventional designs predominate with the Laughlin offerings this season, although some floral effects are to be had.

* *

So great has been the demand for scheme and premium goods with some of the local manufacturers that orders have been filled from "R. K." stock.

* *

About twenty new treatments will be shown by the Smith-Phillips China Co. on their "Princess" shape for 1912, the bulk of these patterns having been selected and samples put through the kilns. The sample room is being renovated, and a handsome display will be maintained during the January buying ing season.

* *

The West End Pottery Co. will make an especial feature during the coming season of decorated hotel ware in double-thick, half-thick and rolled edge in exclusive treatments. On their "Puritan" plain shape a score or more of new patterns are now being shown.

* *

The entire line of new treatments that the Globe Pottery Co. have placed on their "St. Regis" dinner shape will be ready for the trade by December 15.

* *

H N. Harker, of the Harker Pottery Co., has been offered the position of Director of Public Service under the new Republican administration which will become effective January 1. Because of the press of personal business he has been unable to announce his acceptance.

* *

Any pottery manufacturer desirous of having his line shown permanently in Chicago by a capable representative who can "deliver the goods" should address the Western office of the Crockery and Glass Journal.

* *

J. T. Croxall, the local color and pottery supplies dealer, is planning a sojourn in Florida during the winter months.

* *

While the names of several manufacturers have been advanced as possible candidates for the presidency of the United States Potters' Association for 1912, it is hard at this time to predict who will receive the honor. There will be no change in the office of secretary-treasurer. Mr. Ashbaugh will be re-elected without opposition. Chairmen of the several committees are hard at work on their reports, although some of these will not likely be completed before the morning of the first session. The meeting will be held in the Hotel Raleigh, Washington, D. C., next Tuesday morning.

* *

A very interesting story has come into the East Liverpool pottery district from Fresno, Cal., wherein it is made to appear that "A. T. Cunningham, a millionaire pottery owner of East Liverpool, and who employs 5,000 people," wants to locate a large pottery in Fresno or Los Angeles. No one in the East Liverpool district ever heard of A. T. Cunningham nor have they ever heard of a "millionaire pottery owner employing 5,000 workers."

* *

All the small pottery plants in the vicinity of Austin, Tex,, will be combined and hereafter operated under the management of the Athens Pottery Co., which has just been incorporated with $100,000 capital stock. The headquarters of the new company will be at Athens, Tex. The incorporators are P

E. Miller, J. C. Hogue and J. E. Miller. The Winfield (Tex.) Pottery Co. will also be taken over, and the company will be the largest pottery corporation n the South.

Chicago, Ill.

Another Crooksville, O., pottery has established an office and warehouse here. The Star Stoneware Co. is the latest, and G. E. McKeever is in charge. This company also maintains a branch office and warehouse in Philadelphia. Other Crooksville concerns having offices and warerooms here are the Crooksville China Co., Burley & Winter Pottery Co., Keystone Pottery Co., and the A. E. Hull Pottery Co.

FUN, AND LOTS OF IT.

LAST Saturday night the fourth annual dinner of the salesmen at Higgins & Seiter's was held at "Little Hungary," on Houston street. Did they have a good time? With such an aggregation, and such a dinner as was put before them, the answer is obvious. There were no speeches, for, as Mr. Higgins said, it was not an oratorical contest, but a gastronomical feast. There was plenty of fun, and diners at neighboring tables joined with the party to help it along.

They have a peculiar device there for filling wine glasses which an old gentleman who was evidently making his first visit to the place could not manage. Mr. Pielow showed how it worked. The old gentleman said he had lived in New York for forty years, but he guessed he had a lot to learn yet.

An another table was a party of six. A large bouquet of flowers was brought in to one of the ladies, and Mr. Pielow in a loud voice wondered if she were a bride. Her escort heard it, and was on his feet in an instant laughingly calling on the Higgins & Seiter crowd to toast the lady. It was three times three, and the band played the wedding march.

Then followed a toast to H. H. Higgins, the grand old man, proposed by L. D. Seixas.

During the dinner telegrams were handed to Mr. Seixas which read:

To my dear old friend. May he and the employees of Higgins & Seiter live long and prosper, and enjoy many of these happy gatherings.

R. E. L. WELLS.

F. S. Pielow: I regret being unable to be present to enjoy the hospitality so graciously offered. A few hours with the Higgins & Seiter boys would make me forget that I am a "has been." I would rather be a "has been" than a "never was." So would old "Pop" Seixas. Ask him. J. F. O'GORMAN.

After the dinner was over the party went to the gallery to listen to the concert, and at 9:15 another telegram was handed in which read:

LONESOMEHURST, L. I., Nov. 25, 1911.

Mr. Louis D. Seixas: The last train leaves at 9.30.

STATION AGENT.

That broke up the party.

Those present were: A. S. Higgins, L. D. Seixas, C. Allan, R. Glaser, E. Huber, Wm. Anthes, A. B. Neilson, R. A. Near, S. S. Hirsch, S. Pielow, Thos. A. Byrne, F. Sands, G. W. Schellhardt, H. R. Handy and Geo. M. Jaques.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN with experience in selling art glass domes. Good position for good man. Salary or commission. J. B. BRUENN, 115 South Fourth Ave., Mt. Vernon, N. Y.

SALESMAN WANTED—For the Western territory. A man familiar with Japanese goods and having acquaintances among china buyers preferred. Salary and commission. State age and previous experiences. Address JAPONICA, this office.

WANTED—Traveling salesman for china, glass, lamps, souvenir goods, etc. Strong lines, good house, excellent territory. Address Box 775, this office.

BUSINESS OPPORTUNITIES.

AGENCY FOR CUT GLASS.—Merchant, on the road for ten years throughout Germany, well connected with the trade, seeks representation of American crystal. Quarter of a million business guaranteed to A 1 concern. Guarantee also accounts Address "R. 161" Haasenstein & Vogler, Hanover, Germany.

FOR SALE.

TWO-KILN pottery, conveniently arranged, well built, two floors, concrete block construction, large stove rooms, fully equipped with modern machinery, up to date in every respect, suitable for the manufacture of cooking ware or yellow ware. New moulds, blocks and bases for complete line of brown white-lined cooking ware. Buildings and machinery practically new Office furniture, etc. Four acres of ground with plant. Best of reasons for selling. Will sell on most reasonable terms to quick buyer. Address M. P. SIMPSON, Monaca, Pa.

THE LEIPZIG FAIR

for sample-depots and collections of samples of Porcelain and other Ceramic Goods, Glass, Metal, Leather, Wooden, Basket, Paper, Japanese and Chinese Goods, Dolls and Toys, Musical Instruments, Jewelry, Soaps, Perfumery, Fancy Goods, Household Utensils of all kinds, as well as similar goods of every description, begins on

Monday, March 4th, 1912.

The maln business is confined to the first, although the Fair will last two weeks. Lodgings for the duration of the Fair obtained through the Verkehrs-Verein, Handelshof.

The Leipzig City Council.

LEIPZIG, 8 November, 1911.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The United States Glass Co. is the first in the field with its new lines, one completed pattern being shown in the spacious sample room a few days ago. This is their "Romanesque" line of iridescent ware, entirely different from any now on the market. The line is patented and the name registered. There are twelve pieces and as many shapes It is the highest priced line of its kind made in this country.

There will be a meeting of the Board of Directors of the Western Pottery and Glass Association early in December to complete plans for the annual banquet to be held in January. There has not been an assessment levied by this association this year. It is understood, however, that an assessment of $2 per capita will be made soon, according to the provision of the constitution as changed last year. Considerable interest is being shown in the question as to who will head the association for 1912. Several names are suggested, while many hope that President Lang will permit his name to go before the association for a third term.

Four furnaces are now being operated by the McKee Glass Co., and it is reasonable to believe that with the increased business coming in the firm will be compelled to start its fifth. This plant has a capacity of six furnaces. The cutting shop here is also working full time.

The following reservations for the annual glass and pottery exhibit to be held here next January have so far been made:

FT. PITT HOTEL.

Vodrey Pottery Co.—Thomas A. Copperstone.
Bryce Bros.—G. S. Bryce and H. S. Duval.
Buffalo Pottery—E. E. Wilgus.
Cambridge Glass Co.
Cook Pottery Co.—W. F. Ellison
Duncan & Miller Glass Co.—Walter B. Lindsay and Joseph Rent.
W. H. Dunn & Co., New York.
Economy Tumbler Co.—S. P. Kenny.
J. B. Higbee Glass Co.—R. G. West
Jones, McDuffee & Stratton—James P. Gordon.
D. C Jenkins Glass Co.—Howard C. Jenkins.
Indiana Glass Co.—Thomas H. Lohr.
E. F. Kuffer Co.—M. S. Benford.
E. M. Knowles China Co.—W. F. Witherell.
Mayer China Co.
McKee Glass Co —W. L. Gaston.
New Martinsville Glass Co.—David Fisher.
H. Northwood Co.—C. J. de la Croix.
Quaker City Cut Glass Co.—F. J. Classen.
A. Radford Pottery Co.
Star Glass Co.—William J. Patterson.
Taylor, Smith & Taylor. Pot. Co.
Enterprise Cut Glass Co. } C. E. Taylor
Rochester Cut Glass Co.
Sterling Cut Glass Co.—J. H. Johonnot.
Phoenix Glass Co.—Harry B. Whitney.
J. W. McCoy Pottery Co.—F. Daley.
Jefferson Glass Co.—Thomas R. Crock.
Rochester Tumbler Co.
Radiumn Glass Co.
E. M. Uniack Mfg. Co.—J. M. Uniack.
United States Cut Glass Co.

SEVENTH AVENUE HOTEL.

Lancaster Glass Co.—L. P. Martin.
Eagle Glass and Manufacturing Co.—S. O. Paull.
Dugan Glass Co.—Walter G. Minnemeyer.
Westmoreland Glass Co.—George R. West.
Keystone lines—F. C. Minnemeyer.
Co-Operative Flint Glass Co.
Trenle China Co.—H. K. Connors.

COLONIAL-ANNEX.

F. W. Owens (toys).
H. F. Hopper (pictures).

E. T. W. Craig, city sales managar for the Unites States Glass Co., has returned from a business trip to Cincinnati and Louisville.

W. H. Megahan, for the past year in charge of the glass and china department at the Pickering store, has resigned, and will, it is said, go into the brokerage business with a local enameled ware salesman. His successor at Pickering's has not been announced.

The Central Glass Co. is showing a footed grape fruit that gives promise of proving a popular item for the hotel as well as department store trade.

The Pittsburgh Industrial Development Commission is making special efforts to have the 1912 glass and pottery exposition a greater success than ever. With this end in view the Commission is preparing and will send out at an early date a special

invitation to every buyer in the United States to come into the local market during January.

All salesmen for the Duncan-Miller Glass Co have closed their road trips for the season and are now spending their time at the home office. The company's new 1912 lines will be ready in a few weeks.

Frank E. Freese, secretary-treasurer of the Ripley Glass Co., has been appointed by the Pittsburgh Credit Men's Association as one of the committee on "fraudulent failures and prosecutions." What with his regular work and also attending to his duties as a member of the Central Board of Education of this city, Mr. Freese certainly keeps busy.

FOREIGN TRADE OPPORTUNITIES.

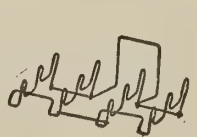
AN American consular officer in a Latin-American country reports that one of the largest jewelers in the city in which he is located desires catalogues from manufacturers of cut glass in the United States. They may be sent direct to the inquirer or to the consular officer for delivery to him. The report states that the cut glass trade seems to be improving and the American article is preferred to other makes, although little American cut glass is handled at present. Address Bureau of Manufactures, File 7438, Washington, D. C.

A report from an American consulate in Canada states that a large drug firm in his district has during the past few years imported its glass bottles from England, but owing to bad packing, which caused goods to arrive in a damaged condition, as well as excessive freight rates, American firms will be given an opportunity to compete for the orders. Communications relative to the class and grades of bottles desired should be sent direct to the firm, whose address can be obtained from the Bureau of Manufactures, Washington, D. C. Refer to File No. 7,231.



ESTABLISHED 1873.

Brass and Rubber Covered



EASELS, PLACQUE HANGERS, Etc.

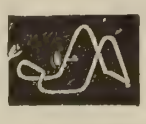
Our new catalogue will be sent on request.



ABELS & CO.

Manufacturers,

460 West Broadway, New York.



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Miller, Edward, & Co 32
Plume & Atwood Mfg. Co 32
Pittsburgh Lamp, Brass and Glass Co 32
Turner & Seymour Mfg. Co 31

Cut Glass

Dorflinger, C., & Sons 2
Finke 22
St. Louis Crystal Glass Co 30

Domestic Pottery

Cartwright Bros, Co., East Liverpool .....
Guernsey Earthenware Co., Cambridge, O 2
George, W. S., Pottery Co , E. Palestine, O .....
Mayer China Co., Beaver Falls, Pa 26
McNicol, D. E., Pottery Co., East Liverpool 29
Weller, S. A., Zanesville, O 28

Glassware

Bryce Bros. Co., Mt. Pleasant, Pa 29
Crystal Tumbler Co., Morgantown, W. Va 29
Central Glass Works, Wheeling, W Va 8
Duncan & Miller Glass Co., Washington, Pa 29
Edge, Thos G 2
Imperial Glass Co., Bellaire, O .....
Krakno Glass Co , Pittsburgh 28
Oriental Glass Co., Pittsburgh 28
Potomac Glass Co 2
United States Glass Co , Pittsburgh 4
Williamsburgh Flint Glass Co 28

Materials

Drakenfeld, B. F., & Co 30
Roessler & Hasslacher Chemical Co 30

Miscellaneous

Abels & Co., easels 24
Caine's China Studio, Akron, O 31
Clay Products Exposition Co., Chicago 7
Robert Rawsthorne Engraving Co, Pittsburgh 30
Timberlake, J. B., & Sons, Jackson, Mich 2
Whiting, Wm. H., & Co 10

CROCKERY & GLASS JOURNAL

NEW YORK, DEC. 7, 1911.

THE POTTERS' CONVENTION.

BREVITY marked the opening of the thirty-third annual convention of the United States Potters' Association which convened in the banquet room of the Hotel Raleigh, Washington, D. C., Tuesday morning. This was due to the fact that the chairmen of a number of important committees were unable to attend the opening session, and several of the reports which were read the first day were referred to executive session for final and official action.

At 11:40 o'clock Tuesday morning President Edwin M. Knowles called the convention to order. The spacious room showed only a sprinkling of the enrollment of the membership, for those attending did not "come up front" in goodly numbers.

To all members a printed copy of the minutes of the meeting held in the Fort Pitt Hotel, Pittsburgh, a year ago, was given. These minutes had all been sent to the trade long ago, and the matter of the convention approving them was a mere formality.

Consideration was also given to the minutes of the meeting held in Atlantic City last July, and these were approved, although not read, the membership having been officially informed of the Atlantic City wage conference meeting immediately upon the adjournment of that session. The approval of these minutes was also a mere matter of form.

Roll call showed the following present:

ACTIVE MEMBERS.

Knowles Taylor & Knowles Co.—E. M. Knowles
West End Pottery Co.—Charles C. Ashbaugh.
E. M. Knowles China Co.—T B Anderson.
Harker Pottery Co.—W. W. Harker.
D E. McNicol Pottery Co.—John A. McNicol.
Taylor, Smith & Taylor Co —W. L Smith.
Homer Laughlin China Co.—Marcus Aaron, Charles I. Aaron, W. E. Wells, Frederick B. Lawrence.
Trenle China Co —G. A. Trenle.
Cartwright Bros. Co —Ambrose J. Cartwright.
McNicol-Smith Co.—John A. McNicol.
Smith-Phillips China Co —J. T. Smith.
Thompson Pottery Co.—George C. Thompson.
Potters' Co-Operative Co.—T. A. McNicol.
Mercer Pottery Co.—James Moses.
International Pottery Co.—A. G. Dale, H. W. Comfort.
Pope-Gosser China Co.—Charles F. Gosser.
Mayer China Co.—Ernest Mayer.
Guernsey Earthenware Co.—Charles L. Casey.
Globe Pottery Co.—Clarence H. Bauman.
Carrollton Pottery Co.—E. L. Henderson, M. F. Albright.
Wyllie China Co.—H. R. Wyllie.
Edwin Bennett Pottery Co.—Henry Brunt.
D. F. Haynes & Son.—W. R. Neal.
Standard Pottery Co.—D. M. Cronin.
Trenton Potteries Co.—John A. Campbell.

ASSOCIATE MEMBERS.

Roessler & Hasslacher Chemical Co.—Harry W. Smith, Werner Melsch.
Hanovia Chemical Co —George J. Neibuhr.
Pacific Coast Borax Co.—H. L Harris.
Palm, Fechtler Co.—Albert Pickens, P. E. Moller.
Potters' Supply Co.—Dewitt D. Irwin.
National Lead and Oil Co.—W. N. Taylor.
Maine Feldspar Co —Charles W. Franzheim, Norman G. Smith
"Crockery and Glass Journal"—George M. Jaques, M. K. Zimerman.
"Pottery and Glass"—E. J. Huott.
"China, Glass and Lamps"—J. G. Kauffman.
"Pottery, Glass and Brass Salesman"—J. F. O'Gorman.

President Knowles, in addressing the convention, said:

"In selecting a meeting-place for this our thirty-third annual convention I think we are to be congratulated that the decision was made to come back to Washington. While the meeting at Pittsburgh last year was in every way successful, still it was lacking in some respects—for instance, the absence of many public speakers who have always so ably and delightfully entertained us here at our banquets. Another, and, I think, the most important reason for holding the meeting in Washington is that we always have tariff agitation confronting us, and it is well to be on the ground at least once a year in order to keep in touch with that.

"The most important event in our industry during the past year was the settlement of the wage scale. For the able manner in which this question was handled, the satisfactory settlement reached, and the many hours devoted to the work, our Labor Committee deserves the highest praise of the association.

"Another thing of great importance to our industry is the work being done by Mr. Burgess, which no doubt will be gone over fully in his report.

"At the present time our membership is larger than at any time in the history of the association. The benefits to be derived from an association of this kind, and

the importance of the strongest possible organization, are so great that I feel that the Membership Committee should keep up their efforts until every eligible concern becomes a member.

"While the volume of business in our industry has not been unusual, considering the conditions of unrest from which the country has been suffering, and the results in other lines of manufacturing, we have had a fairly satisfactory year. I have just returned from a trip through the West, including the Pacific Coast, and in every place I visited I found conditions favorable for a very good business in 1912.

"During the year just passed the association has suffered the loss of three active members and one honorary member—I. Bentley Pope, C. J. Albright, George McNichol, and Judge Robert W. Tayler. These men were warm personal friends of most of the members of this association and will be greatly missed by all of us.

"'In closing I wish to thank you for the honor that has been conferred upon me, and to say that I am sure my successor will receive the same hearty support from the association that I have had during the past year."

It was regretted by the convention that a number of firms were not represented who have the interests of the association at heart. This prompted Secretary-treasurer Charles C. Ashbaugh to read letters from the Crooksville China Co., Buffalo Pottery, Tritt China Co. and the Steubenville Pottery Co. that attendance of representatives of these firms was impossible this year. Press of business caused the heads of these concerns to remain at their desks, but the point was made plain in each of the letters that their hearts are with the work of the association in all its undertakings.

At this point a letter was read from the Chamber of Commerce of Cincinnati and referred to the Transportation Committee for future action.

Although Col. John N. Taylor, chairman of the Executive Committee, was unable to attend this convention because of illness, the report of the committee was presented by Vice-President William Burgess, as follows:

"The report of your Executive Committee is of necessity somewhat limited, as its functions are the directing of the affairs of the association ad interim. The standing and special committees report in detail on the matters under their direct supervision. From these reports it would appear that the year 1911 has been fully up to the average. Prospects for 1912 are favorable, even though it will be a Presidential year.

"The marked improvement in the domestic pottery product in quality and finish are a noteworthy reason for pride and congratulation. The new designs in shapes and decorations indicate a decided improvement and augur well for the future of the business.

"The satisfactory and harmonious settlement of labor matters during the past summer is also reason for sincere congratulations.

"The work done and the results achieved by our special committee on custom matters warrant our hearty endorsement, and we recommend a continuance of the work in the hands of the same committee, and that your Executive Committee be empowered to proceed accordingly, incurring such expenditure of money as may in their judgment be found necessary."

It was at this time that the report of the Labor Committee was asked for, but, because of the absence of Chairman W. Edward Wells, the report was passed over until the executive session of Wednesday.

Chairman John T. Cartwright of the Membership Committee, although unable to attend the meeting, had the following report read by Secretary Ashbaugh:

"Your Membership Committee reports favorably upon the following who have made application for membership and whom your committee are pleased to recommend.

"Active members—Saxon China Co., Sebring, O.; E. H. Sebring China Co., Sebring, O.; McNichol & Smith, Wellsville, O.

"Associate members—Paper Makers' Chemical Co., Easton, Pa.

"Withdrawals—Wm. Brunt Pottery Co., East Liverpool; Shenango Pottery Co., New Castle, Pa.; Anchor Pottery Co., Trenton, N. J."

It was made plain to the convention in the withdrawal of the Anchor Pottery Co. that this concern "did not compete for general trade; that it was operated by interests allied with a tea and coffee company; that the same concern which operated the plant was also in the importing business." This view, held only by the owners, was, it was explained, not in hearty accord with the views of those who are concerned in the operation of the pottery. The Brunt Company has gone out of business, while the Shenango Pottery Co. is engaged in the manufacturing of American china and not interested in the making of any semi-porcelain goods which the membership of the association represents.

Henry Brunt, historian, presented a report that was the most interesting of the first session. It was received with considerable applause, for it contained many salient points that have not been brought to the close attention of the association heretofore. Mr. Brunt said:

"The events of the past year in the pottery business have been so even and uneventful that it is difficult for your historian to make a very interesting report. Almost all history is made up of accounts of battles fought, lost, or won, accompanied with a laudation of the victor.

"The absence of battles robs history of its most interesting features and yet, if we read between the lines, we find that all countries have been most prosperous when there has been an absence of war and the country has passed through a prosaic and humdrum existence.

"This has been the condition of the pottery business for 1911. Nothing startling has occurred. There has been no strike or lockout. There has been no fight among the manufacturers where prices have been slaughtered and men have been left on the field financially crippled or commercially dead. But there has been a steady and judicious advancement right along the line. Men are trying to do their best according to the knowledge they have in their own particular line, and the result has been an improvement in the quality of the goods produced, and also in the quantity. There has been no startling increase, but everyone has been fully employed; and, while the profits have been small, we may well expect that at the end of the year the balance will be found on the right side of the ledger.

"There have been no new potteries built, except one or two small ones, chiefly for the production of some specialty or to develop some material discovered by some amateur who thinks that all the difficulties of potting have vanished when you have found the proper material to make it from. Neither has there been any great increase in kiln capacity on the potteries already in existence, but there has been a general tendency to put in operation the idle portions of existing plants, and in a few instances whole plants that were standing idle have been put into work again.

"The greatest increase has been in decorated goods,

and a great many new decorating kilns have been built and decorating departments enlarged. On one or two of the potteries there has been a very successful effort made to produce their own decalcomaines. This is very commendable, and we hope the practice will spread, for the one dark spot in the history of American pottery to-day is that we are dependent entirely on foreign artists for our designs and on foreign manufacturers for the production of our decorations. This can and must be changed if we are to hold our own market against foreign invasion. The United States is the only country in the world that does not have a distinct style in the decoration of her pottery. England, France, Germany, Norway, Sweden, China, Japan, and even the southern part of our own continent, have a distict type of decoration; but the United States up to the present have not developed one, nor will they, so long as they depend on foreign manufacturers to produce their decorations for them. I speak this to your shame.

"But, if we have not developed a style of decoration that is distinctly American, we have developed a style of pottery distinctly American—invented by Americans, produced by Americans, perfected by Americans, to fill a distict place in the American market. We call it (for the want of a better name) hotel china. It is worthy of a better and more national name. This class of goods is the hope of the pottery industry of the United States.

"Born from the necessity of the country, it is builded up on correct and scientific principles. Capable of still further advancement, it only needs the skill of the potter to perfect it so that it will become not only an article for use in hotels and restaurants but for general household use.

"It is capable of taking the finest decoration that artists can put on it. Sound, durable, pleasing to the eye, velvety to the touch. When we have perfected it, we will have pottery of which we can boast—not an imitation of some Old World and half-forgotten style, not the introduction of some other nation's brains and experience, but a style distinctly our own, that needs no apology to go with it, but something of which we can say with pride: This is American china.

"Your historian records with pride the gradual increase of the production of these goods. Not a mushroom growth intended for newspapers only, but a solid, substantial increase year by year as the potter slowly plods his way to ultimate success.

"I must not conclude this report without again recording the amicable agreement that has been entered into by your labor committees and the representatives of the workmen. Too much praise cannot be given to the men who have evolved a custom that has almost become a law of meeting together every two years and fighting their battles by reason and arguments instead of brute force. Quietly and unostentatiously these representatives have met together and, guided by good sense and good judgment on both sides, have settled their differences over the debating table.

"When we consider the general conditions of the trade of the country, and compare the confidence of the pottery trade with them, we may say that our industry is in a fairly prosperous condition; and, if we are let alone by the Government, we shall work out our own success and produce a class of goods that will be a source of pride to the potters and a credit to the nation."

The following resolution was adopted on the death of Judge Robert W. Tayler, late of Cleveland, O., and in his early days a resident of East Liverpool:

"Although Judge Robert W. Tayler was not directly connected with our industry, he was so long associated with our people and did much valuable service in our behalf during his career in Congress that it is fitting we should now give some public expression of our appreciation of his work and character and of our keen sorrow at his untimely death just in the prime of his greatest usefulness,

"Judge Tayler was born at Youngstown, November 26, 1852, and died suddenly at Cleveland on his fifty-eighth birthday, November 26, 1910. He was graduated from the Western Reserve College at Hudson, O., in 1872, and, after a few years as teacher and superintendent of Lisbon public schools, and editor of the 'Buckeye State,' he located at East Liverpool and established a law practice there in 1878. He soon won unusual prominence in his profession, which led to his election as Prosecuting Attorney of Columbiana County in 1880. He filled that office for five years. At Lisbon he was married in 1876 to Miss Helen Vance, who survives.

"In 1894 he was elected to Congress from the Eighteenth District of Ohio and served for eight years. He was nominated for the fifth term, but declined to accept.

"His splendid record in Congress is a matter of history, and we especially recall his work for the protection of our industry during the discussion of the Dingley Bill.

"In 1905 he was appointed by President Roosevelt to the Federal bench for the Northern District of Ohio, which position he filled with marked distinction and ability to the day of his death.

"He was an orator of unusual brilliance and was rated among Ohio's ablest lawyers. He was solicited to be the candidate of the Republican party for Governor of Ohio, with almost a certainty of election, but declined, as his duties on the Federal bench were more to his liking.

"Some of our members are numbered among his closest friends, and he never lost his keen, intelligent interest in our affairs.

"Therefore be it resolved, That with profound sorrow The United States Potters' Association recognizes in the death of Judge Robert W. Tayler the loss of a true and tried friend, one whom it was a privilege to know and a delight to honor; that we extend to the bereaved wife our heartfelt sympathy, and that this testimonial of esteem be spread upon the minutes of this convention."

WEDNESDAY SESSION.

The sessions on Wednesday were executive in character, with the exception that Miss Blanche Morrow Mason, of the Clay Products Exposition Co., was granted the privilege of the floor in the morning and delivered an address on "Publicity." This is the first time that one of the gentler sex has appeared before the association. Miss Mason said:

Every loyal American has noted with pleasure and satisfaction the increasing production of American made pottery and art ware, accompanied by the decreasing importation of foreign made ware. To those who have studied the growth of the pottery industry in this country, its development to its present great proportions must be most gratifying. While we need all the protection that our wise tariff laws can give us, yet our "infant industry" is a baby of considerable size at the present time. Those who are inclined to find discouragement in the small profits resulting from present day competition, must, nevertheless, feel pride in the fact that the annual production of American pottery now exceeds in value twenty-five million dollars. You gentlemen can well feel proud to be a part of such an important branch of our industrial life and proud of the fact that you have aided in its development, and yet you have heard many mutterings and grumblings and expressions of dissatisfaction regarding present conditions, and it is undoubtedly a fact that you gentlemen have many serious problems to meet and many troubles to overcome. Some of your troubles are not altogether new to industrial conditions and you may find it wise to profit by the experience of others in the treatment of such problems which confront you.

We all must hope for the time when the American pottery industry will have so far developed as to make the importation of foreign ware practically unnecessary, but, further than this, we must all most ardently hope that the time will soon arrive when the present conditions of destructive competition will have ceased and you will be able to operate your plant at a fair margin of profit. I am sure that you will be glad to listen to any suggestions that will lead to such a desirable end, and if I can place before you a plan by which your interests will be furthered in the directions named, I am sure you will be glad to hear me and I will be well satisfied if I can point the way toward more prosperous and profitable conditions in your industry.

While I offer no "cure all" for the ills with which you are afflicted, yet I fell that I can offer you a most effective remedy and one which will place your industry in a much more healthful condition. The name of that remedy is PUBLICITY, and it is regarding this subject that I wish to say a few words.

The use of publicity in sick industries is by no means new or untried. I could mention a considerable number of important lines of manufacture which have greatly profited by its liberal use. In an allied line of your own great clay industry I could point out to you the experience of the manufacturers of paving brick, who were at one time in a condition similar to your own. Competition was so fierce among them that prices were cut right and left with the result that profits in the industry had ceased. Manufacturers expended all their time and energy fighting each other. Conditions finally became so bad that they were compelled to get together, and they laid out a campaign whereby a certain percentage of their revenue was jointly devoted to the cause of publicity. They commenced to give more attention to the increasing of the demand for their products and through judicious expenditures in educating the public, they succeeded within a few years in entirely changing conditions in their branch of the clay industry. Instead of spending their time and energy in fighting each other, they now find all they can do in meeting the demands for their product, and they have created thus a growing demand for paving brick, so that they can obtain prices which permit a satisfactory margin of profit and which has largely eliminated the keenness of the competition between them and certainly the warfare of price cutting which formerly prevailed.

Manufacturers of floor and wall tile had a similar experience but through their publicity work they have accomplished wonders and any floor and wall tile manufacturer belonging to the association will tell you that their expenditures for publicity have been a mighty good investment.

The manufacturers of cement are a decidedly cold blooded lot of business men and not the kind to be moved by sentiment or unwarranted enthusiasm and yet they deliberately expend from $100,000 to $200,000 yearly in the form of publicity to promote the demand for their product.

You are both manufacturers and merchandisers. Publicity and merchandising is a combined business science. You yourselves have watched many big manufacturers formulate and carry through successful merchandising campaigns through the aid of scientific publicity. You are not so unlike other manufacturers. Your product is not so unlike their products. Your conditions are not so different from the conditions of their industries that the successful experiences of other producers may not have a lesson for you.

Speaking in a general way, the pottery business is not in a satisfactory condition. There is comparatively little money in it considering the capital invested. American pottery has never had its fair and proper share of consideration. For no reason in the world foreign pottery is given the preference time and again where American pottery should have the first consideration.

There is one practical way to overcome the unfair conditions under which you are now operating and that way is to create such an increased demand for your products as to naturally make price cutting unnecessary and competition among yourselves a matter of less importance. You must educate the great American public to the merit of your product and get them out of the notion that foreign ware is superior and better for their needs. In other words, you must popularize your own products in the minds of the consumers. In matters of publicity you have been giving too much attention to the middle man and not enough to the ultimate consumer. When you have educated your public and create the popular demand for your ware, you will no longer have to get down on your knees to the jobbers and buyers and you will no longer have to cut your neighbors throat in order to keep your plants in operation.

Knowing that you as business men will appreciate the point I am making, it appears that the real question confronting you is to determine the best means for accomplishing the desired results. I cannot suppose that under the present conditions you will at once find the courage to follow in the footsteps of some of the great industries which have profited so largely through publicity, but, nevertheless, it is time that you made some of the first steps toward the desired end, and I hope you will not let this occasion go by without pronounced action in favor of more aggressive selling methods.

You might readily use as your example the Building Brick Association of America, which was organized outside of the National Association of Manufacturers for the sole purpose of promoting the sales of building brick through publicity. This association had very small beginnings some three years ago and its funds were so limited that little could be done the first year in the way of advertising. Month by month, however, its value became more and more apparent so that the members were more and more willing to devote some of their revenues to its work, and the past year, with the expenditure of about $20,000, this association has accomplished wonders. Through various methods, including the publication of books, through prize competitions and through advertising in the popular magazines, it has largely increased the popularity of brick as a building material, and its supporters are more than satisfied with the amounts they contribute to its work.

I came here particularly to-day to explain to you a means for promoting your interests, which I am sure you will be disposed to take advantage of. Without question, the lay Products Exposition, which will be held in the Coliseum in Chicago next March offers you an opportunity which you have never had before to show the American people, the extent, variety, beauty and merit of American made pottery.

You have the opportunity to secure the advantage of an immense amount of publicity which this exposition will have, and turn same to your own use. Please remove from your minds any idea that this coming clay products show is not just as much your show as it is that of the brick men or sewer pipe men or the terra cotta men. It is a clay show and, as such, its value is placed at the disposal of your branch of the clay industry to use as you see fit and to whatever extent you may desire.

I shall not appeal to you, gentlemen, from any sentimental point of view. I am sure that you are broad-minded enough to wish well of any enterprise which will promote the interest of the entire clay industry. This is a selfish world, however, and you cannot be blamed for looking at this matter from a purely practical point of view and as relates to your own particular business. It is exactly in this light that I wish you to consider what I have to say.

It will be possible for you, gentlemen, at a reasonably low cost, to take advantage of this exposition by having as one of its particular features, a joint display of American made pottery of such beauty and interest as will arouse nation wide attention to your products.

The large amount of money expended by the exposi-

tion authorities for advertising and the work of its efficient publicity bureau will result in the publication in the magazines and newspapers throughout the country of an immense amount of reading matter, arousing the interest of the public in the exhibits and features of the exposition. This publicity work will also result in the publication after the show of articles in all the leading magazines and newspapers, describing its features and, if American pottery is properly represented, you can be sure of securing thousands of dollars worth of publicity for your products, which you could secure in no other way and which will not cost you a penny of expenditure. This is the kind of publicity which will tend to educate the American people to the merit and superiority of American pottery. I have still more practical reasons, however, to place before you, why your industry should be properly represented at this great exposition. The most of you desire to increase your sales, not only in Chicago but in the great Middle West territory, and you can find no better opportunity for getting into close touch with this important market. Through a proper display of your wares at this show, you can get into personal touch with a hundred thousand or more of the consumers and thus, by direct means, increase the demand for your wares in a large and important territory. The immediate result would be to make your sales easier in that territory and substantially larger during the coming years.

A creditable pottery exhibit, such as is suggested, would be a feature of such great interest that it would attract many of your buyers to Chicago during the week of the show. By personal ivitation to the jobbers and department store buyers, you could doubtless induce many of them to visit Chicago at this time and to meet your representatives.

Gentlemen, I have thus briefly placed my proposition before you and hope that you will give it your prompt and favorable consideration. The expense of such an undertaking as I suggest will not be enormous if you act unitedly, and I am sure that if you act upon our suggestion and accept the invitation of the exposition management, which I hereby offer you, to be represented at this show with a joint exhibit, demonstrating the merit of your product, that you will eventually thank me for having placed this matter before you.

You can be certain that there will be some among you who will not consent to the assessment, no matter how small, for the sake of promoting an enterprising proposition of this kind. Failure of these few to take part in such a program most certainly places the burden upon a number while the non-paying men will reap equal benefit, but I ask you, as broadminded men, to act in this matter in a broadminded way. Consider the proposition on its merits and without regard to what your neighbor or your competitor proposes to do. Don't cut off your own nose just because the other fellow never had a nose. Because he won't progress, are you willing to remain as heavy footed as he?

There comes a time in life when a big minded man has to do big things in a big way irrespective of the timid folks or do-nothings who may also profit by what he does unaided by them. When the nation is in danger some men there always are who will fight for the common good.

In this matter, which I have laid before you, the men who love their grand industry enough to unite, to pool their interests, to forget the unworthy and narrow impulses, are not putting themselves in danger. They are only advancing their own fortunes and showing their own bigness.

Following the reading of this paper, the proposition was left in the hands of the Executive Committee of the Association, with power to act.

Immediately following, the convention went into executive session, remaining in that form until 1:30 o'clock. During this time, the following reports and resolutions were presented and action finally recorded:

The following brief report of the Price List Committee was made by Chairman A. G. Dale of Trenton:

"Your Price List Committee report that at the last convention a number of changes in the list prices were made and immediately adopted and adhered to by the members of the Association, and that the list in the main is now generally satisfactory and consistent, and that your committee at present have no further changes to suggest."

The following resolution was adopted concerning the death of George P. McNicol, of East Liverpool, O.:

"We are called upon to record the death of George P. McNicol, July 5, 1911.

"Mr. McNicol was one of the superintendents of the Potters' Co-operative Company of East Liverpool, Ohio.

"In his death we lose one of our practical potters, he having devoted his entire life to the manufacturing end of the industry.

"Resolved, That this testimonial be spread on the minutes of our convention."

This resolution was presented by a committee of which N. A. Frederick of the Globe Pottery Co., East Liverpool, was chairman.

The National Brotherhood of Operative Potters sent the following letter to the Association, agreeable action upon which was taken by the convention:

"The twenty-first annual convention of the National Brotherhood of Operative Potters, which was held in Atlantic City, July, 1911, set aside a sum of $5,000 to be used in taking care of workmen in the potteries of the United States and Canada who become afflicted with such diseases as tuberculosis, bronchitis and asthma.

"The resolution calling for the above appropriation also carried with it a provision that the manufacturers' associations be requested to co-operate with our organization in this worthy movement.



JOHN M. POPE, PRESIDENT.

"Accordingly, the matter was brought to the attention of the Labor Committee of your Association during the wage conference at Atlantic City in the early part of August. The members of the Labor Committee expressed themselves as being favorable to a movement of this kind, but stated that they were powerless to act on such an important matter without authority of their Association.

"As the United States Potters' Association will hold its annual meeting during the coming week, we would appreciate it very much if you would kindly see to it that this question is given consideration by the Association at that time.

"We would suggest in case of favorable action by your Association, that each side appoint a committee of five to act as a joint committee, who shall have complete charge of the funds, and make whatever laws that may be necessary to successfully operate a plan for the relief of pottery employes suffering from the diseases mentioned above.

"Trusting to hear from you on this matter after your meeting, I beg to remain,

Very truly yours,

(Seal.) EDWARD MENGE.

Resolutions on the death of I. Bently Pope, formerly of Trenton, N. J., and more recently a member of the firm of Pope-Gosser Co., of Coshocton, O., were adopted. The resolution reads:

"In presenting this resolution to the United States Potters' Association no greater cause for sorrow could befall me save the death of one whom we here today memorialize. But few have enjoyed the rare privilege of having been intimately associated in business and socially with such a sterling character as the deceased. In his death, his family and friends alone do not sustain the loss; his ripe years of knowledge and experience permeate the entire fraternity of American potters; his indomitable industry blazed the way for progressive triumphs.

"His high conception of manhood found its reflex in his exalted ideas pertaining to his daily vocation. He was sanguine of the American potters ability to achieve and rejoiced in the belief of their ultimate supremacy. His zeal and enthusiasm were not daunted by the encroachment of advancing years; every day opened visions of greater achievements into which he plunged with the energy of youth.

"I Bently Pope was born in Stoke-on-Trent, May 2, 1849, and died at Coshocton, Ohio, June 27, 1911. His boyhood environment and family predilection naturally drifted him into the pottery industry at an early age in life. Born with the gift of artistic talent, he rose rapidly in his native home, and in the year 1870 was attracted by the opportunities offered in the United States, where the pottery industry was then in its struggling infancy.

"He was prominently identified with the Trenton potteries until 1891, when he moved to East Liverpool, Ohio, and served in a managerial capacity with the Knowles, Taylor & Knowles Co., of that city, until 1903, when in conjunction with C. F. Gosser, they established The Pope-Gosser China Co., of Coshocton, Ohio, with which enterprise he continued up to the time of his death.

"Following in the wake of a long life of ceaseless activity, just in the fullest fruition of his life's labors, and when his efforts were bearing the deserved fruits of prosperity, came his untimely demise. In the death of I. Bently Pope, the United States Potters' Association has sustained an irreparable loss; his family is denied the loving indulgence of a devoted husband and father.

"Therefore, be it resolved, That this entire Association record with sorrow the death of our departed member and tender our heartfelt sympathy to the bereaved family."

The Art and Design Committee reported as follows:

Your Committee knows of nothing that should be more forcibly brought to the attention of the United States Potters' Association than the subject so often and ably discussed in the reports of former committees, namely: The necessity of some concerted action for the establishment of a school or schools for art and design.

For, to be productive of any great industrial advancement, there should be institutions of this character in every locality where potting is largely the chief industry.

Such schools, however, judging from the little interest that has been shown, seem to be a possibility of the distant future only; and that is a fact to be deplored, because the lack of efficient and competent workmen is becoming more apparent every year in many American potteries.

It is a handicap that will be relieved only by instruction and education for the American potter, effected by the aid of such schools.

The product of no manufacturer can be raised to a higher standard than that made possible by the ability and skill of those whom he employs.

He may employ the most skillful artists to prepare new, novel, and the most up-to-date productions in the ceramic fields, but if he cannot secure competent workmen to execute them it has availed him nothing.

How often do we find applicants for positions in our decorating departments who profess to be experienced workmen but whose accomplishments do not take them beyond the ability to do ordinary lining, and in many instances they leave much to be desired, even in performance of such simple work.

And it is not uncommon to find among such applicants married men with families who, unfortunately, began their careers as decorators, in shops where there were few, if any, really skillful workmen employed.

Had such men had the advantages of association with competent and able men they would have taken a deeper interest in their work and learned much from those who would have been quite capable of teaching them.

There seems to be a great lack of interest in this department as compared with a decade ago; when it was pretty much a general custom for decorators to visit the warehouse each morning to see the results of the previous day's work, or to admire the work of those more able than themselves, and it must have been a source of gratification to the management to note the interest each one manifested in his work, as well as the work in which they had no part. We must admit conditions are somewhat different today.

We do not wish to be misunderstood on this subject, however, and we feel that there are just as capable and artistic decorators in American potteries as may be found in the Old World, whose efforts are quite equal to those of European potteries, but there are not enough such men to supply the demand.

Many of the skilled men of ten or fifteen years ago are now conducting small schools or studios in the larger cities, where they have in many instances large classes, the great majority of whom are young women, graduates of high schools, seminaries, etc. And these men, not intentionally, but through necessity, have indirectly become our competitors. Not that they produce or sell decorated china to any great extent, but because through their teaching we have, to our surprise, to cater to a fast growing fastidious public, who are capable and discerning critics, who will not hesitate to discriminate against American made wares if, in their opinion, the import is superior in design and workmanship.

If the art school proposition is too gigantic an enterprise to undertake at this time, would it not be a move in the right direction for the individual potter to make some effort on his own account to promote an increased interest in the cause? Such, for instance, as placing at the disposal of his employees the works or writings of the best authors on ceramic art, with the motive in view of developing interest in the theoretical, and thereby hoping that such a demand would come later for the principal instruction, that we could no longer avoid to permit so important a matter to go unheeded.

The foregoing remarks are intended to arouse your lagging interest in what may ultimately prove (though we sincerely hope not) a problem of the gravest concern.

A glance over the pottery market of today (all things



Banquet of the United States Potters' Association at the Hotel Raleigh, Washington, D. C., December 6.

considered) indicates that the American potter is evincing an earnest desire to raise the standard of American ware. And while business during the present year has not been as encouraging as during the two preceding years, it was in no wise due to the fact that the manufacturer had not put forth his best efforts. On the contrary, a careful study of his offerings reveal a deep-seated ambition to have his products enjoy the same high plane in American commerce that his European neighbors have gained for theirs.

Probably the greatest advancement has been made in the output of high-class dinner ware, and this is as it should be, for after all, the making of the highest class dinner ware should be the aim of every potter who aspires to keep in the front of his field. The plainer shapes (of which there are a great number being made at present), are largely responsible for this, as they lend themselves very readily to an almost endless variety of treatment.

Dainty border effects in decalcomania of both floral and conventional design harmonizes with the delicate effects added in color or burnished gold, and in many cases both have supplanted the broad, flashy and harsh colored decorations of a few years ago.

The use of burnished gold as applied to dinner ware is coming more into general use. And this is a step in the right direction, for the reason that many an otherwise and cleverly attractive executed decoration has failed because of the application of the cheaper quality of gold, when the use of burnished gold might have gained for it the popularity it merited.

The use of decalcomania marks an epoch in the development of the ceramic industry, and while the productions of transfer companies may be creations of the most approved style of ceramic decoration, yet when placed in the open stock market, the same designs are often selected by several concerns in the same locality, and when treated in some simple fashion, very often alike, there is heard a complaint from the trade of the absence of originality and character. But when some studied effort is expended, it is quite possible to use the same decals on different pieces and treat them so unlike, that the fact that the same transfers are used is often lost sight of. Showing that it is not so much the similarity of transfers as it is the similarity of treatments they receive.

These remarks, of course, apply more to specialties than to dinner ware. In the way of specialties, those treated with lustres still seem to have much favor with the consumer whose fancy may run along these lines. So many novel, clever, and ingenious treatments have been made with the aid of stencil, resist stamp, mold stamp, etc., that they yet provide a large amount of the trade on such items.

However, from present indications it begins to appear as though the use of lustres will be superceded to some extent by the application of underglaze colors which, while lacking the metallic effects of the lustre, will, through being underglaze, give a true color of greater brilliancy. This, combined with its unquestioned service and durability, augurs well for the advent of underglaze, as it may be applied with the air brush, etc.

Another branch of American pottery that is undergoing a change is hotel china, or double thick, which is giving way to some extent to a growing demand for the lighter weight. There is also more of this class of goods being decorated than in recent years.

It is with regret that we feel compelled to call your attention to the fact that the kind invitation of W. J. Holland, Director of Carnegie Museum, Pittsburgh, Pa., that we should co-operate in collecting specimens showing the development of the potting industry in recent years, has passed unnoticed. We should have felt it our duty to make some effort to comply with this request, because our apparent indifference now may cause such men to refuse to take us seriously when we awake to the necessity of being represented in institutions of this kind, where our product would be continually before the view of an interested public.

In closing this report we wish to urge upon you the necessity of getting together in one supreme effort to have a movement started for the advancement of the craft, so that we can in all truth say that we are capable of keeping pace with its developments at every turn. Which remarks call to our mind the following stanza from Longfellow's beautiful poem, "Keramos":

"Turn, turn, my wheel! This earthen jar
A touch can make, a touch can mar;
And shall it to the Potter say,
What makest thou? Thou hast no hand?
As men who think to understand
A world by their Creator planned,
Who wiser is than they."

And we find the following elsewhere by the same author:

"Art is long, time is fleeting."

Your Labor Committee begs to report as follows:

Since the last report of the Labor Committee, submitted October 11, 1910, there has been no general strike nor other labor trouble of serious proportions within the membership of the United States Potters' Association. The conditions of the labor agreement under which we have been operating have been fairly well observed by both parties thereto, and while there has been an occasional misunderstanding as to the interpretation of some particular clause, and many trying problems have arisen in the adjustment of prices to apply to new articles and to new conditions, these matters have in the main not gotten beyond the standing committees, whose difficult work has been so ably handled that they are entitled to our continued approbation.

There is an unfortunate growing tendency to encumber the work of the standing committees with wage disputes of trifling importance, which really should be adjusted at the factories where the controversies arise. This practice should be discouraged, as such adjustments consume valuable time and retard the settlement of the important cases that properly reach that tribunal. It frequently occurs that a case is presented to the standing committee by the workmen or through a local without having first been submitted to the firm interested and without its knowledge. This is an improper procedure that adds to the unnecessary work of the committees, and should be corrected. It was recently suggested that a standard form of application blank be printed, and that no case be recognized by the committee unless presented on that form, bearing the signature both of the workmen and the firm interested.

It would seem that the standing committees should have the authority within themselves to enforce this plan, and to adopt any other rules that may seem desirable and reasonable to them in regulating their work, and in preventing unfair demands upon their services, but if they have not already acted upon this suggestion, it is recommended that it be endorsed by this convention.

A point that should be insisted upon is that an application for the settlement of a dispute should be signed by the individual workman and not by his local. We always stand ready to treat directly with our employees, or with any authorized representative of the N. B. of O. P. as a whole, but the ground has always been taken that we cannot recognize the local nor deal with it upon any subject whatsoever. Our labor agreements are made with the national labor body. They do not, and obviously cannot, recognize any local subdivision of that body. If we were to undertake to treat separately with the fifty or more locals upon the branches of the industry in which they are interested, we should multiply our troubles a hundred fold, and invite an unending warfare. The local may submit its grievance to the national officers of the N. B. of O. P., who may properly take it up with

the U. S. P. A. or its committees, but in our labor relations the local theoretically does not exist.

Nevertheless, locals at various times have attempted to disregard or override features of the labor agreement, assuming an authority they do not possess, and it may not be out of place to caution our members and committees that the locals exist only as a matter of convenience to the N. B. of O. P. that they have no standing in our agreements, and that we are properly under no obligation to consider their demands or to give to them any official recognition whatsoever.

An example of the extreme presumption of the locals occurred within the past year, when the mould makers' local of East Liverpool, without consulting either our Association or the Brotherhood, adopted an eight-hour day regardless of the fact that the Pittsburgh agreement, under which we were then running, specified a fixed wage for blocking and casing at $4.00 for a nine-hour day. The action was kept very quiet, and they succeeded in accomplishing what they set out to do. For several months the manufacturers at East Liverpool and vicinity actually paid the nine-hour scale and got eight hours work. This occurred at a point that is not very closely watched, and the manufacturers did not discover the violation until the situation developed during the recent labor conference.

In another instance, the jiggermen's local at East Liverpool insisted that a certain article was a nappie and not a plate, and accordingly demanded nappie price. The standing committee agreed with them and set nappie price. When it came to placing the article the kilnmen's local insisted it was a plate and not a nappie, and therefore must be pinned and not stilted.

These incidents fairly illustrate the biased point of view of some of the locals and their antagonistic attitude towards the spirit of the labor agreement. They show no disposition to be fair, nor to respect the square deal, but seem animated by the one purpose of forcing through the highest possible price in every instance, regardless of merit, justice, precedent or reason.

This attitude has been responsible for nearly all the unpleasant labor controversies in recent years, and is the most serious menace that threatens our future labor relations, but it need not cause any uneasiness if our members and our committees will bear in mind that they are under no obligation to recognize any communication, committee or action of any local. They have a right to deal with us only through their national officers.

The general ware labor agreement expired October 1, of this year. In anticipation of this the convention of the N. B. of O. P. held at Atlantic City early in July formulated and promptly submitted to the Labor Committee a list of sixty-nine propositions, which embodied their demands for wage increases, new conditions, and new regulations which they asked to have made a part of the new agreement.

The largest number of propositions submitted to any previous conference was two years ago, when the Brotherhood list consisted of thirty-nine items. The demands of this year were as much more excessive in the total wage increase represented, as they were greater in number than ever heretofore. This list of propositions is attached to this report, and for the purpose of ready reference in future, it is suggested that it be included in the printed proceedings of this convention.

For just the same reasons recited in the report of your Labor Committee in 1909, the manufacturers submitted no counter propositions. The conference for the purpose of formulating a new agreement was held at the Chalfonte Hotel, Atlantic City, and continued through the entire week beginning August 7, the outcome being the Atlantic City agreement, a copy of which is hereto attached.

This agreement is made to run two years beginning October 1, 1911. It is suggested that this agreement also be included in the printed proceedings of this convention.

Space would not permit any extended reference to the reasons and arguments for and against the various demands further than to say that your Labor Committee endeavored to show from actual bona fide records that the business would not stand a wage increase, and that those items involving advanced pay rolls could not be supported by the claim that the workmen interested were not being adequately paid.

Altogether it was the most difficult settlement your committee has ever been called upon to make. Each time the demands are more radical, and more utterly unreasonable than they were the time before. This last list went so far even as to demand the closed shop, a proposition we declined even to debate further than to say they might expect to get the closed shop whenever the Brotherhood or the Socialists assumed financial and physical control of the property and not before.

It is obvious to everyone at all familiar with the facts that our uniform agreement is more to the advantage of the men than to the manufacturers. That form of agreement was originally granted at the urgent and persistent demand of the Brotherhood. It is probably the best safeguard the men could have, while on the other hand it works gross injustice to some of the manufacturers.

Under such conditions one would naturally suppose the men would be anxious to preserve that method of adjusting wages, and would show some disposition to make it acceptable to the employers. On the contrary, it would seem their last convention was bent upon making their agreement utterly obnoxious. In the aggregate and condensed, their demands were that we should add $1,000,000 to their wages for the next two years, permit them to dictate who should and who should not be employed, and submit to other conditions equally humiliating and unfair.

The gross unreason of these demands is further emphasized by the following facts:

1st. The average wage paid all employees, men and women in the potteries is higher than that paid in any other industry in this or any other country.

2d. The average wage paid skilled workmen in the general ware potteries is from 50 to 75 per cent. higher than the scale paid for precisely the same class of work in the specialty potteries of Zanesville and elsewhere.

3d. The average wage earned by skilled women in the potteries is higher than the average earned by women in any other employment on earth.

4th. Unskilled boys, from sixteen to twenty years of age, are paid at least 50 per cent. more than they can earn in other employments.

5th. The manufacturers have made no demand for a wage reduction in any department for upwards of ten years, notwithstanding the fact that under conditions that have developed in recent years the wages at some points have grown to abnormal proportions, until they no longer represent service rendered, but merely indicate the tribute the manufacturers must pay for the luxury of maintaining a uniform wage agreement.

6th. No labor union has ever received a more courteous, patient and effective recognition than the N. B. of O. P. has received from our association.

7th. There has been no reduction of wages nor material reduction in running time during the last four years of business depression.

8th. Every dollar that comes from the protective tariff goes to the workmen in wages, while all the work required to maintain that tariff is done by the manufacturers.

In view of these conditions, your committee would have been warranted in declining to entertain or discuss the absurdly long list of sixty-nine demands. It was an imposition to expect us to consume an entire week in debating questions that were submitted without reference to merit, and had been acted upon at a convention apparently controlled by an element that either knew nothing of real conditions, or was only desirous of expressing its antagonism to the manufacturers and the wage agreement.

Your committee stated quite emphatically in conference that such a list of demands would never again receive the courtesy of a hearing; that if the Brotherhood desired to perpetuate the plan we have followed with some success for years, they must in future approach the renewal of the agreement with some degree of sanity and consideration.

At 2:30 Wednesday afternoon the convention assembled in the corridors of the White House to meet the President. The announcer presented "Mr. William Burgess and members of the United States Potters Association." President Taft with a cordial shake of the hand said: "Mr. Burgess of New Jersey and all the rest of the country, including East Liverpool." At which there was applause and laughter. After the reception the members moved over to the Treasury Building, where they were presented to Assistant Secretary of the Treasury Curtis, who made a very pleasing address in which he stated that the government was doing all it could to enforce the Customs Laws, and he desired to thank Mr. Burgess for the very great assistance he had rendered the department. The commission sent to investigate the Limoges matters, he said, would probably have some interesting information to impart at a very early date. Marcus Aaron in a very nice little speech thanked Mr. Curtis for all that he had done in trying to enforce the laws. It was of vital importance to the potters, because the very existence of the trade depended upon such enforcement.

Following the trip from the White House, the convention again went into executive session.

An invitation was received by the Association from the eighth annual congress of applied chemistry, which will convene in Washington next September, and then later in New York. The invitation was ordered to be acknowledged and placed on file.

The following resolution was then adopted on the death of Charles J. Albright:

"On October 14, 1910, a tragic and appalling accident removed from the activities of life Mr. Charles J. Albright, president of the Limoges China Co., of Sebring, Ohio.

"Mr. Albright has been identified with the potting industry from his boyhood, commencing his career in the offices of the Knowles, Taylor & Knowles Co., at East Liverpool, Ohio.

"It is fitting that this Association pay a tribute to his memory and good work, we therefore submit the following:

"Resolved, That in the death of Mr. Albright the potting industry has lost one of its most faithful and efficient workers, and one who in his daily business life employed in a true degree qualities of intelligence, patience and Christian manhood that were recognized and esteemed generally by his associates.

"Resolved, That in his untimely death we feel the loss of one of our conscientious and capable co-workers, and that this expression become a part of the records of this Association."

The following officers were elected and committees named:

President, John M. Pope, Trenton, N. J.
First vice-president, William Burgess, Trenton, N. J.
Second vice-president, Harry D. Wintringer, Steubenville, O.
Third vice-president, Frank A. Sebring, Sebring, O.
Secretary-treasurer, C. C. Ashbaugh.

EXECUTIVE COMMITTEE.

John N. Taylor, Chairman	East Liverpool, Ohio
W. L. Smith	East Liverpool, Ohio
Charles Howell Cook	Trenton, N. J.
W. E. Wells	Newell, W. Va.
H. A. McNicol	East Liverpool, Ohio
H. D. Wintringer	Steubenville, Ohio
George C. Thompson	East Liverpool, Ohio
H. N. Harker	East Liverpool, Ohio
A. G. Dale	Trenton, N. J.
Henry Brunt	Baltimore, Md.
Charles F. Gosser	Coshocton, Ohio

LABOR COMMITTEE.

W. E. Wells, Chairman	Newell, W. Va.
H. N. Harker	East Liverpool, Ohio
J. H. Mulheron	Trenton, N. J.
John N. Taylor	East Liverpool, Ohio
W. L. Smith	East Liverpool, Ohio
Thomas A. McNicol	East Liverpool, Ohio
F. A. Sebring	Sebring, Ohio
Moses Collear	Trenton, N. J.
George C. Thompson	East Liverpool, Ohio

ART AND DESIGN COMMITTEE.

Thomas A. McNicol, Chairman	East Liverpool, Ohio
Frank R. Haynes	Baltimore, Md.
Charles May	Trenton, N. J.
James Pass	Syracuse, N. Y.
Lew H. Bown	Buffalo, N. Y.
Chris. Horton	East Liverpool, Ohio
H. R. Wylie	Huntington, W. Va.

MEMBERSHIP COMMITTEE.

John T. Cartwright, Chairman	East Liverpool, Ohio
W. S. George	East Palestine, Ohio
W. W. Harker	East Liverpool, Ohio
W. H. Pillips	East Liverpool, Ohio

PRICE LIST COMMITTEE.

A. G. Dale, Chairman	Trenton, N. J.
W. E. Wells	Newell, W. Va.
Hugh L. McNicol	East Liverpool, Ohio
M. F. Albright	Carrollton, Ohio
Josiah T. Smith	East Liverpool, Ohio
J. R. Warner	East Liverpool, Ohio

RECEPTION COMMITTEE.

Edwin M. Knowles, Chairman	East Liverpool, Ohio
John A. Campbell	Trenton, N. J.
Marcus Aaron	Pittsburgh, Pa.

KILN AND FUEL COMMITTEE.

James Pass, Chairman	Syracuse, N. Y.
Henry Comfort	Trenton, N. J.
Charles I. Aaron	Pittsburgh, Pa.
John W. Vodrey	East Liverpool, Ohio
George S. Goodwin	East Liverpool, Ohio
John George	Canonsburg, Pa.
E. L. Henderson	Carrollton, Ohio

HISTORIAN.

Henry Brunt	Baltimore, Md.

TRANSPORTATION COMMITTEE.

Marcus Aaron, Chairman	Pitstburgh, Pa.
John A. Campbell	Trenton, N. J.
John Maddock	Trenton, N. J.
John A. McNicol	East Liverpool, Ohio
Samuel B. Larkins	East Liverpool, Ohio
H. R Wylie	Huntington, W. Va.

STATISTICS COMMITTEE.

Joseph Mayer, Chairman	Beaver Falls, Pa.
Louis I. Aaron	Pittsburgh, Pa.
G. A. Trenle	East Liverpool, Ohio
Ambrose Cartwright	East Liverpool, Ohio
George W. Ashbaugh	East Liverpool, Ohio
C. H. Bauman	East Liverpool, Ohio
Paul G. Duryea	Trenton, N. J.

AUDITING COMMITTEE.

Dale D. Thompson, Chairman	East Liverpool, Ohio
J. R. Warner	East Liverpool, Ohio
E. M. Knowles	East Liverpool, Ohio

MACHINERY COMMITTEE.

Patrick McNicol, Chairman	East Liverpool, Ohio
Chas. F. Goodwin	East Liverpool, Ohio
Geo. W. Bowers	Mannington, W. Va.
Oliver Vodrey	East Liverpool, Ohio
Guy Crooks	Crooksville, Ohio
Fred Sebring	Sebring, Ohio

MATERIALS COMMITTEE.

Earnest Mayer, Chairman	Beaver Falls, Pa.
Robert T. Hall	East Liverpool, Ohio
Dan Cronin	East Liverpool, Ohio
Will E. Vodrey	East Liverpool, Ohio
John George	Canonsburg, Pa.
H. N. Harker	East Liverpool, Ohio
S. E. McNicol	East Liverpool, Ohio

THE BANQUET.

At twenty minutes of eight the members and guests sat down to a sumptuous dinner in the elegant banquet room on the tenth floor. At 9:20 W. E. Wells, the toastmaster, called the company to order and stated that he believed he voiced the sentiment of the Association when he said that the potters had no complaint to make about the tariff, about the condition of business, or the labor question, and desired no change in any of these directions. Though figures were not at hand, he believed that the production this year would be the greatest in this country's history. In his usual facetious manner he made some hits which brought forth applause, and then said that he had a telegram from ex Senator Foraker, a man who had alway stood by the potters, along with McKinley and Tayler. The telegram read:

"I reget I cannot be with you at the banquet of U S. Potters Association, but I send you greeting, and hope that you will prosper under a protective law which protects."

He then introduced J W. Mondell, of Wyoming, who, he said, to his surprise, had had some experience in the pottery business.

Mr. Mondell said that he had indeed had experience. In his youth he left home on a cattle train to see the world, and on reaching Chicago it was necessary that he should obtain immediate employment. His first task was to unload a car of pottery. On the bottom of every piece of ware were the letters "K. T. & K , East Liverpool, O." He never could forget it, for he not only had to unpack, but wipe every piece, being careful that there was no breakage, because it would be charged up against him. He said they could not grow wool in his own State without a protective tariff. We paid higher wages in this country than they did in Europe, and it followed that the only way we could maintain this difference in the cost of production was by means of the tariff. He said that so long as he was in Congress he should vote in favor of duties sufficiently large to protect industries like that of the crockery trade.

Ex Senator Dick, the next speaker, said: "Low tariff means a low way of living." He would prefer international protection and have every country protect industries which needed it. He believed that in the end the safe and sane element decides for the right. He took a fling at the yellow journals which stirred up strife, but it could only be temporary, for there came a time when the people asserted themselves.

Congressman Davis of West Virginia said that no man was ever more surprised than when, on the 8th of November, he found himself, a Democrat, elected to the House of Representatives. His next surprise was that he was invited to address this gathering. He thought that if he could enter into a joint debate he could convert them all, and could quote Mr. Dick and others to show that the Wilson bill was not responsible for conditions from 1892 to 1897. He believed that the trend of the country was toward reduction, but he would welcome honest facts from the manufacturers and would examine them carefully. The speaker had a good reception from the assembly. It was a hard position to be the only Democrat in the crowd.

Senator Burton made an eloquent address on general subjects, touching lightly on the tariff, but going to some length on the unreasonable demands the people made on their representatives in Congress. He had often to say No because it was for the best interests of the country at large; and while at first it might be hard to bear reproaches, in the long run his constituency would realize that he was right. He also dwelt on the fact that this was a day of large affairs. While opposed to monopolies, it must be recognized that combinations were necessary.

Senator Smoot of Utah spoke in defence of the Payne-Aldrich bill, which, he said, had produced more revenue than had been expected generally.

Congressmen Burke and Barchfield also made brief addresses.

PORCELAIN WALLS.

WALLS of porcelain at a comparatively cheap cost have been made possible by an English pottery expert, W. H. Turner, who has been working out his patent for many years, and now has succeeded. The material is simply glazed slabs of pure porcelain, so translucent that light can seen through its half inch of thickness. The slabs are made in single pieces of any size up to that of the largest sheet of plate glass, and "are so strong that an elephant could stand on one without breaking it."

It is said to offer a means of imperishable decoration which "in color, grace and brightness rivals the painted wall decorations of Pompeii," for there can be painted on the slab in its "biscuit" or porous stage of manufacture designs or pictures with such gradations of coloring that any masterpiece can be faithfully copied.

To line the walls of a room with this everlasting covering costs no more than ordinary panelling, and architects believe that these plates will solve the problem of housing in the tropics, since a house built with walls, floor and roof of these plates will resist damp, heat, disease and white ants.

A factory is to be built on the bank of the Thames for turning out the new porcelain walls and panels.

Referring to the new product, the "London Pottery Gazette" says:" "The covering of the walls of our living rooms with porcelain sounds more like romance than reality, but Mr. Turner is a practical potter. Mr. Turner will be remembered by many of our

readers as the inventor of the polychrome printing machine, by which designs in any colors can be printed on pottery in the "biscuit" state, which after being "dipped" and fired present all the appearance of painting underglaze, while the colors are, of course, permanent. Mr. Turner's present invention is calculated to revolutionize the covering for interior walls. The size of the slabs shown us was about 5 ft. by 3 ft., which, we are told, is the size at present in demand. These are the largest china slabs we have ever seen, and the method of producing slabs of such dimensions is, of course, the secret of the inventor. They are hand-painted in color under the glaze and subsequently fired at a high temperature."

THE REST HABIT.

"FOR that don't-feel-like-work feeling, with which," said Mr. Glimmerton, "I fancy we are all of us more or less likely to be afflicted, I would in some cases prescribe rest, though in most cases no doubt the proper prescription would be exertion.

"The trouble with the rest cure is that it is like taking opiates: the more you take the more you want. The rest habit is easy to acquire and hard to break.

"The habit of exertion, on the contrary, is one that commonly we do not take to so kindly; it does not, as it were, spontaneously permeate us as the rest habit does; it may, in fact, require assiduous cultivation, and it takes quite a man to acquire this habit in a completely saturating and permanent form so that he is proof against attacks of the rest habit, which, if he has a trace of it left in him, is sure to develop on the slightest provocation.

"Exertion is the only real cure. It may be hard to take at first, but you'll come to like it. Persist and you'll find it vastly strengthening and then delightful; and then, while in taking the rest cure you are all the time paying money out, in taking this one you have money all the time coming in.

"Try work—continuous, steady, hard work. Once get the habit of work embedded in your system and you won't be troubled any more by that tired feeling."—*Sun.*

AS A MAN THINKETH.

AN old Quaker was one morning watering his cow at the town well, when the new neighbor drove his horse up to the trough.

"What kind of pe oplelive in this village?" asked the newcomer.

"What kind of people did thee live amongst where thee came from?" asked the Quaker.

"Oh, it was a good place to get away from. The people were always taking advantage of me and were small and mean."

"I am sorry, neighbor. Thee will find the same here."

And the man did. He quarreled with all who would quarrel, and soon moved on.

In a few months another family came to the same town. The Quaker met the new neighbor at the well. The same question was asked by the stranger. Again the Friend asked his question.

"What kind of people did we have where we moved from?" repeated the stranger. "The best and dearest on earth. We sorrowed to leave them."

"Be of good cheer! Thee will find just as good and beautiful people here," said the old man.

And the new stranger did.

This may or may not be fiction. But it illustrates a great truth. Not only every community but every large business organizatiou is apt to contain at least one individual who is continually complaining of ill treatment. His fellows take advantage of him; he does more than he is being paid for; his hours are too long; the boss is mean and unappreciative.

You know the kind; and you who do your work with an uplifted chin, a cheerful smile, words ofencouragment to the faint-hearted, and whose aura is always of a roseate hue, have observed the end of the malcontent. The man who thinks happiness is enveloped in its own glorious effulgence, while the man whose thoughts are in the shadows of discontent looks out upon a sunless prospect the perspective of which is obscurity.

In others words, in the vernacular of the day, a man generally gets what is coming to him.

BUSINESS BRIEFS.

Belk Bros. Department Store, Binghamton, N. Y., has opened a department devoted exclusively to toys.

* *

The Harlow Dry Goods Co., Tulso, Okla., have put in china, glass and housefurnishings. Send them catalogues.

* *

J. E. Young & Co., Columbia, S. C., are about putting in a line of crockery, glass and housefurnishings, and desire catalogues.

* *

A petition in bankruptcy has been filed against Louis N. Crakow, doing business as the Hope Manufacturing Co., notions, toys, etc., at No. 338 Broadway, this city.

* *

A. W. Gould, glassware and china dealer, Milford, Mass, has sold out to Waldo B. Whiting, owner of a dry goods store at that place, who will operate the two businesses under one roof. W. T. Harris has been appointed manager.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 7, 1911.

AT the banquet of the potters in Washington on Wednesday, W. E. Wells, of the Homer Laughlin China Co., made a remarkable and most encouraging statement. He said that he believed he voiced the sentiment of the Association in saying that he was satisfied with the tariff, the condition of business, and the labor situation, and, while he did not have the figures at hand, he believed that the production of ware for 1911 was the greatest in the history of the trade. This is an ideal situation, and the American potters are to be congratulated.

WANTED, A PERFECT PIECE OF CHINA.

ANY manufacturer who can produce a perfect piece of china can name his own price for it. So far, such a piece has never been made. Many "near perfect" articles have been turned out, and most of the ware is close enough to perfection to meet the requirements of purchasers. Some buyers, however, do not seem to realize that it is impossible to produce absolutely perfect china, and frequently return goods on the plea that they are imperfect. A dozen high grade plates recently sent back were submitted to the writer for inspection. The worst blemishes were pin-holes in the glaze and some minute specks of black on the face and back. The ware was more than ordinarily good, and it took close scrutiny to find these defects.

One of the most frequent faults in china is warping—a difficulty in the manufacture which apparently cannot be overcome. Of course there is a line at which crookedness must stop, and a good selector will not pass a plate that is markedly warped, nor will he allow a piece of ware to go through as a "first" if it has too many blemishes. But it is ridiculous for any buyer to expect "perfection" in china.

It is said that the elder Binns, when in charge of the Royal Worcester Porcelain Works, received an order from the Duke of Sutherland to make a cup and saucer for Queen Victoria. Expense was not considered. The only condition was that it must be perfect. No less than three hundred trials were made, and every one showed some imperfection. His Grace finally accepted one that was produced early in the attempts. If as large and famous a pottery as the Royal Worcester, working on such an important order, with the patriotism which would inspire it to do its best, could not produce an absolutely perfect piece of china, how can buyers expect perfection in the ordinary commercial article?

The educated ones do not. They know the meaning of the phrase, "the imperfection of the perfect piece."

PERSONAL.

THE life and bustle of the metropolis possess a decided lure for bridal couples from outside cities. The latest victims of the call are William Studenmund and his newly-made bride. Mr. Studenmund is the Western representative of Gillinder & Sons, Philadelphia, and one of the most popular men in the trade.



George S. Brush, of the J. W McCoy Pottery Co., Roseville, O., was in town this week talking over matters with William M. Warrin, his New York representative, and planning a selling campaign for the coming season.



S. W. Schumacher was in the market this week for Foster & Cochran, Lancaster, Pa.



John Wanamaker has had the Legion of Honor conferred upon him by France. It is well deserved, and confers honor not only upon our distinguished merchant, but in a way upon our whole country.



A. J. Bennett, president of the Cambridge Glass Co., is in town arranging matters with Wm. Dealing, his New York agent, for future business.

One of the busiest stores of its kind in New Jersey, and also one of the handsomest, is that of F. Schneider & Son Co. at Union Hill, and chiefly in-

strumental in bringing it to such a high plane of success is Mr. Schlegel, who has an interest in it and acts as general manager. Few realize the extent of its business. Possibly only those who are fortunate enough to secure orders from it are in a position to do so.

⚜

Raymond W. Fiske, representing the Consolidated Lamp and Glass Co., is in from the road after a most satisfactory trip, and will remain in New York the balance of the year.

⚜

It is over fifteen years ago that J. B. Bennett was connected with L. Straus & Sons, since which time he has been engaged in other lines, finally settling down in the grocery business But he cannot forget his old associates in the District, and on a visit this week received a hearty welcome.

⚜

Morris P. Cook, a salesman with the Regnier & Shoup Co., St, Joseph, Mo., was stricken with paralysis a few days ago—just how seriously could not be learned at this writing.

⚜

Frank J. Donahoe, who has just opened up as a wholesale dealer in china and glass at Des Moines, Ia., was a visitor to the city this week. Until recently Mr. Donahoe was a traveling representative of Perkins & Brinsmaid, that city.

⚜

We learn on good authority that E. M. Uniack, Jr., representing the Onondago Pottery Co., Syracuse, N. Y., with showrooms in the Fifth Avenue Building, this city, has tendered his resignation, to take effect on January 1.

⚜

Frank Miller, who is visiting his factories consulting about new goods, will be away for two weeks.

⚜

Emery S. Brooks, a jeweler of Palmer, Mass., has been an extensive buyer of cut glass in the District. He arrived last week, and remained over the early part of this preparing for the holiday business he confidently anticipates.

⚜

E. L. Bates, who was away from his office for a week by reason of a severe cold, is at his post again

⚜

N. C. Myers, now with Miller Rhoads & Schwartz, Norfolk, Va., goes Jan. 1 with Strouse-Hirschberg Co., Youngstown, O., who are to open a new housefurnishing, china crockery and glass department.

⚜

It was a great surprise to see James Moses, of the Mercer Pottery Co., at the Potters' Convention. It is many years since he has been present at any of these meetings, and he received a cordial welcome from his numerous friends.

⚜

A. F. Lemcke returned on Monday from an eminently satisfactory trip through New York State and Pennsylvania. He will not take another journey this year.

⚜

Geo. A. Malone, representing the Eagle Glass and Mfg. Co., has taken into partnership Geo. E. Nicholson, formerly with the Plume & Atwood Mfg. Co. and the Manhattan Brass Co. The new firm will cover New York City and State, part of Pennsylvania, and all of New Jersey for the Eagle concern.

⚜

Joseph Watte, who succeeds F. L. Van Deman as crockery buyer at Butler Bros., took charge of his new office on Monday. Mr. Watte was a buyer for the same firm at their Chicago branch.

⚜

Wm, B. Sawyer, who represents the McKee Glass Co. and the Indiana Glass Co. in Boston, was here last week visising his friend Thos. G. Jones.

⚜

Joseph Solomon is doing jury duty this week in the Superior Court.

⚜

An illustration on another page shows the art section of "The China Palace," Augusta, Ga., operated by Geo. H. Wells and Arthur Hale under the firm name of Lee & Wells. Two years ago Mr. Hale, an old-time buyer, bought out O. C. Lee's interest in the firm. He will be recognized standing at the left in picture.

⚜

Among the buyers in town this week were A. Kallman, for England Bros., Pittsfield, Mass.; N. H. Nicholls, Trenton; J. W. Moorehouse, with May Co., Cleveland; S. W. Schumacher, with Foster & Cochran, Lancaster, Pa; Geo. H. Guest, with Jordan-Marsh Co., Boston; R. B. Bunting, with B. Lowenstein & Bro., Memphis, Tenn.

NEW BROKERAGE FIRM.

L. S. CRAIN, for twelve years a salesman for the Fostoria Glass Co., Moundsville, W. Va., and "Jack" C. Jonas, of Terre Haute, Ind., who has been sales manager for the Warwick China Co., Wheeling, for thirteen years, have formed a partnership under the name of Jones & Crain, and have opened offices in the Commercial Building, East Fourth street, Cleveland. The new firm will represent the Cambridge (O.) Glass Co.; Crystal Tumbler Co., Morgan-

town, W. Va.; Corona Cut Glass Co., Toledo, O., and the Itasca Co., Cleveland, in all the territory from Buffalo and Pittsburgh on the east to Omaha and St. Paul on the west and Nashville on the south. R. C. Jonas, a brother of the genial "Jack," will be associated with the new firm, and will have charge of their Western office, which is located at Twenty-eighth and Oak streets, Terre Haute, Ind.

FOR CHEAP LAMP SHADES.

A PROCESS for manufacturing imitation stained glass from paper has been perfected by Franz Huserich, of Elberfeld, Germany, who thus describes the invention:

The subject matter of the present application is a new process for manufacturing imitation stained glass out of paper, according to which process products can be obtained which are in appearence considerably more similar to glass than the ordinary imitation stained glass made out of paper. To this end I coat unevenly with transparent varnish or equivalent material a sheet of embossed paper, the covering of varnish on one side being sufficient to fill the depressions and thus present a plane surface, but the covering of varnish on the other side leaving visible the prominent parts of the paper, since it is thin enough to follow the contour of the latter. Their combined effect in refraction and reflection gives a true glassy appearance—the form, design and color being supplied by the paper.

The embossing may be done by rolls or any convenient known means available for such purposes, and either before or after the application of the thinner coating of varnish, the process being essentially the same notwithstanding the difference in the order of its steps. In the latter case the varnish of the side then coated should be allowed to dry before the embossing action.



INTERIOR VIEW OF "THE CHINA PALACE," AUGUSTA, GA.

Courtesy of "Housefurnishing Review."

The imitation stained glass made according to the new process is exactly similar to glass on account of the peculiar way in which the light is refracted. The effect may be enhanced by printing on the material any pattern, picture, or the like.

What I claim as my invention is: A process for manufacturing imitation stained glass consisting of embossing a sheet of paper, coating one face with a layer of transparent material thin enough to follow the contour thereof and coating the other face with a layer of transparent material thick enough to fill all the depressions in said face.

SALESMEN'S ASSOCIATION NOTES.

THE annual election of officers will be held on Friday, December 15, in the Crockery Board of Trade rooms at noon, and on Monday of this week the ballots were sent to the members. Enclosed in the envelope was a cardboard box containing a brand-new button bearing the emblem of the Association. It is a little smaller than the one hitherto worn, and is a very handsome work of art in turquoise blue, red and gold.

Wm. M. Warrin was in receipt of an anonymous postal card this week containing a sentiment which he says meets with his approval, but he wishes the writer would come out into the open.

As the columns of the JOURNAL showed last week, an unusual amount of interest is being taken in the election. The apathy usually shown toward this event is entirely absent this year. All those running for office are comporting themselves with dignity and propriety, and the rank and file are working hard to elect the set of officers that they favor.

Warne S. Creveling says the watch is cinched. Twelve applications in already, and goodness knows how many up his sleeve. If they all materialize as he anticipates he thinks he will run the number up to fifty.

There is little or no excuse for those who are in town not attending the annual meeting on the 15th. If they would drop in for only a few minutes they would at least show that they are interested in the doings of the Association. The meeting for the purpose of making nominations this year was a record-breaker, and it is believed the attendance at the annual meeting will surpass all previous ones.

Those "Unknown Quantities."

BROOKLYN, N. Y., Dec. 5.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—Replying to the letter in your esteemed JOURNAL this week that appears under the heading "Unknown Quantities," signed by Thomas A. Byrne, regarding some of the nominees for office in the Pottery, Glass and Brass Salesmen's Association at the coming election, is it fair to the gentleman who has been associated with his present firm for upwards of seventeen years and who is the sole representative on the American continent of the largest firm of manufacturers in their line in the world, to class him as an "unknown quantity." Is it possible that business men such as compose his firm are putting "unknown quantities" at the head of their interests in this country to look after their hundreds of thousands of dollars' worth of trade each year? What I know of E R. Thieler convinces me that he is of just the calibre that the association will be glad to welcome among its officers, and should he be elected will be a great acquisition to its management.

The other "unknown quantities" are men who have proved their worth in the business world. William Dealing, at the head of the New York and foreign department for the Cambridge Glass Co., surely has earned the right of recognition as a sterling business man, and one fully able to care for the duties imposed upon a member of the board of management.

A. H. Ledden does not retain his position as a representative of the Buffalo Pottery and the Guernsey Earthenware Co. because he is incompetent. It is owing to his unfailing efforts and untiring energy on their behalf that he holds his important position. He, too, is the kind of man we want.

John A. Reddan has proved himself beyond doubt a hustling young business man. He has built up in a short time a prosperous advertising business among the crockery and glass manufacturers, and is fully equipped and thoroughly capable of caring for the duties of secretary.

E. H. Huott would not hold the responsible position as head of the publishing house that issues the monthly magazine "Pottery and Glass" unless he was a man of more than ordinary ability and able to fill the vice-presidential chair.

The men who have proved their success as business men are not "unknown quantities," and the fact that they have expressed their willingness to sacrifice some of their valuable time for the benefit of us all, in the administrative part of the association, is sufficient guarantee of their sincerity, and ought to be enough to induce their friends to vote for them.

Yours very truly,

M. S. BENFORD.

Heartily Upholds Present Management.

SYRACUSE, N. Y., Dec. 4.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—Anent the controversy regarding the executive management of the Pottery, Glass and Brass Salesmen's Association, as one of the officers for a number of years would say that it has been conducted in the most businesslike way of any organization that I have been connected with during my business career. I have had dealings with a number of matters in this and other organizations, and in my estimation it is wonderful. There are a number of older men in the Association now acting as officers who, like myself, having done their part, would like to give the younger blood a chance. As a matter of fact, this is constantly occurring—every year there are new directors elected, some of the old board going out all the time. It is with great regret that I cannot continue on the executive board, owing to the condition of my health.

I am sorry to see this condition come up, and am sure the rank and file will appreciate what is being done by those who are giving their time and attention to the affairs of the association, for I, as one, can tell you it means lots. The statement of our former president, Mr. Anderson, speaks for itself, and I thoroughly concur in everything the executive board is doing.

Yours very truly,

E. M. UNIACK, Jr.

AT BOSTON.

TRADE conditions with the wholesalers in Boston are rather quiet at this time; it is too late for the factories to make deliveries until after the first of the year, and is a sort of lull between periods, as it were. The retailers are, without exception, enjoying fairly good demands, especially those dealing in holiday goods.

J. J. Jacklin, buyer of china and kitchen ware for the Henry Siegel Co., has been given charge of purchases on the silverware end.

George K. Marshall, with Henry T. Edwards (Fostoria Glass Co.), has been successfully covering Rhode Island territory this week.

Miss Dorothy Jordan, daughter of Eben D. Jordan, of the Jordan-Marsh Co , has just returned from an extensive trip abroad.

George W. Claflin, 144 High street, representing the Krantz-Smith Co., Honesdale, Pa., and conducting one of the prettiest sample rooms in Boston, has just returned from a ten days' trip to New York and Pennsylvania.

James Uniack, of New York, is among the salesmen in town this week.

Maintien Brothers & Elliott is the name of a new corporation formed at Providence to manufacture and deal in glassware, novelties, etc. Capital stock, $33,000.

Another new corporation is the Knott & Heald Co., manufacturing and dealing in gas and electric portables.

The Gavin Hardware Co., manufacturing and dealing in hardware and kitchen furnishings, has incorporated for $25,000.

The J. S. Bailey Co. is devoting its entire third floor to the use of the toy department, carrying one of the largest and most varied lines of toys in Boston. William B. Kemp, china and glassware buyer, is now the purchasing agent on the toy end.

The National Novelty Co., 34 South street, Worcester, is now conducted by William H. Stearns and John A. Kimbre.

Among the buyers in town this week were: A. Saint-Louis, with James Edgar Co., Brockton; Jos. Donovan, with Sutherland Co., Lawrence; Frank Dunmore, for the Shepard Co., Providence; George Turner, with the Denholm, McKay Co., Worcester; Mr. Chandler, for the Goodnow, Pearson Co., Gardner; S. T. Lee, New Bedford.

Charles Kaiser, with Morimura Bros., New York, paid the Boston office a visit this week.

PRODUCTION OF GLASS SAND IN 1910.

FROM the United States Geolgoical Survey we learn that the production of glass sand in 1910 was 1,461,089 short tons, valued at $1,516,711. These figures represent an increase in quantity of 356,638 tons, valued at $353,336, over 1909. The average value of glass sand per ton was slightly less, being $1.04 in 1910 as compared with $1 05 in 1909. The largest supply came from Pennsylvania, which produced 434,147 tons, valued at $617,200. West Virginia came next with 235,784 tons, worth $282,267. Illinois yielded 268,654 tons, valued at $216,531; Missouri, 186,342 tons, appraised at $130, 686; Ohio 139,122 tons; $104,295; New Jersey, 87,680 tons, $61,078. In the other States the amounts are comparatively small.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Nov. 18 '11	Corresponding period 1910	Exports Jan. 1 to Nov. 18,'11	Corresponding period 1910
Boston	59	97	6936	6931
New York	122	104	7110	78 6
Baltimore	....	247	10053	12595
Philadelphia.	77	106	3883	5069
New Orleans.	3	....	857	2029
Newport News	....		153	204
San Francisco	....	..	675	93
Portland (Me.).	....	2	556	1031
Galveston	19	...	921	1431
Portland (Or.).	7	....	80	25
Inland Points	12	23	1083	1741
Total	299	579	32297	38965

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Nov. 18,'11	Corresponding period 1910	Exports Jan 1 to Nov. 18 '11	Corresponding period 1910
New York	122	104	9195	8296
Boston	65	97	6044	6079
Philadelphia.	82	122	3866	5305
Baltimore	....	247	9969	12658
San Francisco	....	....	784	244
New Orleans.	3	....	940	2196
Portland (Me.).	....	2	400	1945
Galveston	19	. ..	921	1513
Newport News	....	....	53	971
Portland (Or.).	7	....	47	55
Inland Points	16	47	328	1237
Total	314	619	33447	41099

The New York Crockery and Glass District.

The new open stock patterns shown by the Haviland & Abbot Co. are being substantially approved by all buyers who have seen them. The delicacy of the designs, and their excellent execution upon shapes much beyond the average in artistic conception, cannot fail to appeal to those possessing a refined taste.

This is a seasonable time for punch bowls, and a great variety of these in pressed glass are on view in the Fostoria Glass Co.'s showrooms at prices that will interest buyers.

A more convenient establishment for the retailer to deal with than Bawo & Dotter's cannot be conceived. They can supply all requirements direct from stock in china, glass, open stock dinnerware, fancy goods, etc., at the shortest notice. Their lines of dolls and toy tea sets are particularly good.

So many are the visitors constantly dropping into his place that E. R. Thieler has found it necessary to have a private office erected.

Reddan-Brown call themselves "advertising specialists." They are. Among the clutter of desk impedimenta—blotters, calendars, etc —usually sent out about this time of the year their contribution comes as a real joy. It is a generous-sized, practical, sensible pot of library paste—always useful, and a constant reminder of the originality of this progressive firm.

The Phoenix Glass Co. are very busy getting out their new lines for next year, and anticipate putting some exceedingly attractive things before the buyers.

Monday of this week marked the actual beginning of moving operations by the United States Glass Co. to 71-73 Murray street. Of course it will take some little time before they get settled in their new quarters. In the meantime the business will be carried on as usual, although under uncomfortable conditions.

The Beaver Valley Glass Co. have sent to their New York representative, Fred Skelton, 32 Park Place, some excellent new samples of deep plate etching. Prominent among these is a beautiful hand-etched water set, the decoration of which is a cluster of roses and foliage.

The Sydney Novelty Co. has just opened an office at 309 Broadway, with E. H. Smith in charge, and has issued a catalogue containing 234 different items, mostly toys and novelties.

Essmuller & Baker have leased an office at 76 Park Place, where they will display their crystal and aluminum fit-all dish covers after January 1.

At this time of the year it is well to know where to replenish your stock of seasonable goods. Louis Wolf & Co., 221-227 Fourth avenue, have for immediate delivery a complete and varied line of china, dolls, toys, tea sets, etc.

The Duncan & Miller Glass Co. have added more new designs to their line of original-shped blanks to be used for silver deposit work.

Another firm of glass makers is considering taking a floor in the new building, 71-73 Murray street.

To those who have never seen the display of china and glass at Butler Bros., this city, a visit would prove a revelation. The fifth floor of their large building is devoted entirely to these lines. In the glass department alone nearly six thousand square feet are devoted to samples, from the cheapest jelly glass to the finest grade of light blown glass with dainty cuttings. Heavy cut glass is in a separate department. Their assortment of pressed glass includes every

known make in the United States. The line of lamps and portables is very extensive. The entire glassware department is in charge of L. Fritz. The chinaware occupies about two-thirds of the floor space. Here may be seen the product of potteries all over the European Continent and England, as well as the principal factories in the United States. Many potteries are devoting the whole of their output to Butler Bros.' business. The line of dinner ware is very varied. The principal Limoges factories are well represented, as are quite a number of the English semi-porcelain makers. The whole array has been very artistically arranged by J. M. Watte, who has charge of this department, and not the least interesting thing observed by the visitor is a conspicuous sign: "No package charge on any glassware or crockery."

THE CONDITION OF BUSINESS.

New York.

Trade has simmered down to its normal season proportions. The orders which come in now are for matchings and odds and ends to fill in. The mail is bringing a goodly number of these, but the volume is not great. The men on the road have been finding trade in the same small proportions, and those who did not get home for Thanksgiving are coming in daily and will probably not go out again until after the first of January, when they will make the usual handshaking trips, extending invitations to buyers to come and see the new import samples.

Some buyers of staple goods have been in town looking at advance import samples, but they have not been numerous, and their purchases have only been about the same as last year.

The potteries and glass factories report a falling off of trade for present deliveries, but there is a little movement for next year's business.

Retail trade picked up a little during last week, but there is still complaint among the department stores that their business is not what it should be. On the other hand, some of the regular storess say they are doing an excellent trade, their business being fully as good as last year. So far as we can learn, country retail trade is better in proportion than it is in the cities

The era of good feeling which began to manifest itself a month ago is spreading, and in industries outside of our own there is undoubtedly a larger movement that for some time. In its last report the Steel Corporation made an excellent showing of orders booked. The United States Government reports a bumper crop of cotton. Contrary to pessimistic prophecies, the number of bales ginned is one of the largest in the history of the country. Even if prices have gone down, the additional quantity will more than compensate. Wall street, which has been in the dumps for so long, showed on Monday of this week that in twenty-three principal stocks the gain over last year at this time was about six points, and the general market, with a few exceptions, was higher than a year ago.

The crockery and glass trade must do better next year. It does not seem possible that it can be otherwise. Dealers have not bought as largely as usual, and while the jobbers may have carried over a little stock it is not appreciably large, and anything like a fair demand would clean them out very quickly. Presidential election matters have largely been discounted. People know from past experience that the country will go on whether there is a change of administration or not. We believe that if a strenuous effort is made the business of 1912 will be as satisfac. tory as could be wished for.

East Liverpool and vicinity.

All pottery manufacturers in the Western district are in the midst of the holiday rush. As was expected, some buyers are sorely in need of goods, but immediate delivery is impossible. Dealers failed to heed warnings, and are now suffering the consequences.

Sebring, O.

Every pottery here is running to capacity. General trade is excellent, and the demand for goods is growing. The capacity of the district has been increased by the starting of another nine-kiln plant. The outlook for 1912 is considered very bright.

Pittsburgh and Vicinity.

More or less apathy exists in the glass business, so far as staples are concerned. Light cut goods, blown ware and specialties are in demand. There is a slight falling off in orders from some sections, and several factories are shipping more ware than new orders call for—shipments being on previous specifications.

OBITUARY.

CYRUS D. AVERY, one of the pioneers of the town of Geddes, now a part of Syracuse, died November 29, aged seventy-eight. He organized the Onondaga Pottery Co. and was a director for many years, and until his death was secretary of that company.

I. W. Nichols, of Trenton, N. J., who for a long time had been associated with the International Pottery Co., died on Dec. 5. He was a member of the Salesmen's Association.

Among the Potteries
East and West

East Liverpool and Vicinity.

Plain shapes will predominate among the new lines of dinner ware which will be shown by the American manufacturers for 1912. The first plain shape to be brought out in the Western district was the "Ramona," by the Knowles, Taylor & Knowles Co., and it made a decided hit. Since then many other manufacturers have followed suit. It is not an easy task to get a new plain shape that will be different from the others, but the modelers have somehow managed it. Treatments are also different, and the number of exclusive patterns will be greater this season than heretofore.

* *

Homer Morris, central territory salesman for the Knowles, Taylor & Knowles Co., has returned home for the season; Fred Kline, Eastern salesman for the Warner-Keffer China Co , has been visiting the home office; Cecil E. Taylor, of the Taylor, Smith & Taylor sales force, has been spending a few days here.

* *

The German consul at Chicago, on advice from his government, has secured a large space for the display of German ceramic wares at the Clay Products Exposition to be held in Chicago next March. Quite a number of American lines of dinner and hotel ware will also be displayed.

* *

Considerable interest is being shown by Western pottery manufacturers in the one-fire glaze proposition. There are two local concerns now doing this work on hollow ware and small individual creams, but nothing of the character has been attempted on flat and oval ware.

* *

John Sant & Son report unprecedented success attending the introduction of the Gurney Clay Co.'s "Iotla" brand North Carolina china clay. Never a hitch at the mines, they say, and not a complaint from any customer, for the first six months.

* *

John T. Cartwright, of Cartwright Bros., has returned from a ten days' trip to Chicago, St. Louis and other Western points. Business with this concern continues strong, and the plant is working to the limit.

* *

Hon. George F. Hankins, of Lexington, N. C., has been spending a week in the district securing lines for 1912, and left here for Washington. "We have had a very good year in the South," said he, "but I believe 1912 will exceed it." Mr. Hankins also visited the Wheeling and Bellaire glass factorles.

* *

The offices of the Potters' Co-Operative Co. have been rearranged. A private office is secured for T. A. McNicol, who is in charge of the sales, while the credit department has been given larger space in the main office.

* *

Col. John N. Taylor, of the Knowles Taylor & & Knowles Co., who has been suffering with an attack of tonsilitis, has recovered.

Sebring, O,

With a total production of over $2,000,000 worth of pottery annually this place has taken a remarkable leap into prominence during the last few years. The town now has a production of close to fifty kilns, and with the nine kilns of the Saxon China Co. in operation and the capacity of the French China Co. increased the production for 1912 will be increased nearly 33 per cent. It is said that the Saxon China Co. will cater especially to the jobbing trade.

Zanesville, O.

A meeting of the stockholders of the Brush Pottery Co. has been called for December 26 to take action looking toward the dissolution of the company. The concern has been emgaged in the production of stoneware specialties.

* *

The new art pottery company which was formed here recently by George S. Brush, and which purchased the former Owens pottery, will be in full operation ere the month closes. Art ware will be produced.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 5, 1911.

ANTWERP

153	packages	glassware	B Gunthel
35	"	"	C J Dierckx & Co
16	"	"	A Berger & Co
2	"	"	Graham & Zenger
35	"	"	Geo Borgfeldt & Co
401	"	"	Miscellaneous Orders
21	"	earthenware	L Straus & Sons
24	"	"	G F Bassett & Co
13	"	chinaware	Vogt & Dose
4	"	toys	B Illfelder & Co
1	"	"	F A O Schwartz
55	"	"	Strobel & Wilken Co
24	"	"	Miscellaneous Orders

BREMEN

3	packages	glassware	L Straus & Sons
185	"	"	Miscellaneous Orders
97	"	earthenware	Geo Borgfeldt & Co
8	"	"	Bawo & Dotter
156	"	"	Miscellaneous Orders
43	"	toys	Geo Borgfeldt & Co
28	"	"	F W Woolworth
1	"	"	F A O Schwartz
96	"	"	Strobel & Wilken Co
206	"	"	Miscellaneous Orders

LIMOGES

189	packages	chinaware	Theodore Haviland & Co

HAMBURG

20	packages	glassware	Fensterer & Ruhe
3	"	"	Herman C Kupper
17	"	"	Lazarus & Rosenfeld
28	"	"	L Straus & Sons
5	"	"	Koscherak Bros
79	"	"	F Euler & Co
177	"	"	W R Noe & Sons
21	"	"	Kmy-Scheerer Co
285	"	"	Brown Bros
12	"	"	F Bing & Co
172	"	"	Eimer & Amend
5	"	"	Strobel & Wilken Co
380	"	"	Miscellaneous Orders
105	"	earthenware	Bawo & Dotter
33	"	"	J Wygand & Co
29	"	"	Geo Borgfeldt & Co
8	"	"	O Goetz
29	"	"	L D Bloch & Co
11	"	"	J Palme
307	"	"	Miscellaneous Orders
55	"	chinaware	Strobel & Wilken Co
314	"	toys	B Illfelder
298	"	"	F W Woolworth & Co
58	"	"	Geo Borgfeldt & Co
14	"	"	Strobel & Wilken Co
509	"	"	Miscellaneous Orders

LIVERPOOL

8	packages	earthenware	The Rowland & Marsellus Co
71	"	"	Maddock & Miller
7	"	"	O Goetz
8	"	"	H C Edmiston
86	"	"	W S Pitcairn
15	"	"	J Davison
24	"	"	W H Plummer
15	"	"	E Boote
42	"	"	F W Woolworth
21	"	"	G F Bassett & Co
11	"	"	Fondeville & Van Iderstine
10	"	"	L Straus & Sons
2	"	"	Bawo & Dotter
23	"	"	Meakin & Ridgway
20	"	"	Geo Borgfeldt & Co
9	"	"	Miscellaneous Orders
10	"	toys	Geo Borgfeldt & Co

HAVRE

52	packages	chinaware	Wm Guerin & Co
2	"	"	Bawo & Dotter
1	"	"	Herman C Kupper
28	"	"	Miscellaneous Orders

COPENHAGEN

29	packages	earthenware	Geo Borgfeldt & Co
7	"	"	Bawo & Dotter

ROTTERDAM

24	packages	earthenware	Bawo & Dotter
4	"	"	F Bing & Co
54	"	"	Geo Borgfeldt & Co
8	"	"	Lazarus & Rosenfeld
88	"	"	L D Bloch & Co
80	"	"	Miscellaneous Orders

SOUTHAMPTON

12	packages	chinaware	Bawo & Dotter
13	"	"	J H Venon
6	"	"	L D Bloch & Co
3	"	"	Blakeman & Henderson
59	"	"	H Creange
20	"	"	A G Moment
108	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

82	packages	earthenware	Jones, McDuffee & Stratton Co
1	"	"	A Stowell Co
3	"	"	E Boote
4	"	"	Richard Briggs & Co
6	"	"	R F Downing & Co
10	"	"	F W Woolworth
9	"	"	Rowland & Marsellus Co
7	"	"	Miscellaneous Orders

ANTWERP

30	packages	earthenware	Jones, McDuffee & Stratton Co
16	"	"	Geo Borgfeldt & Co
6	"	"	First National Bank
7	"	"	Miscellaneous Orders

ROTTERDAM

13	packages	earthenware	Bawo & Dotter
2	"	"	Geo Borgfeldt & Co

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Traveling salesman for china, glass, lamps, souvenir goods, etc. Strong lines, g od house, excellent territory. Address Box 775, this office.

FOR SALE.

TWO-KILN pottery, conveniently arranged, well built, two floors, concrete block construction, large stove rooms, fully equipped with modern machinery, up to date in every respect, suitable for the manufacture of cooking ware or yellow ware. New moulds, blocks and bases for complete line of brown white-lined cooking ware. Buildings and machinery practically new Office furniture, etc. Four acres of ground with plant. Best of reasons for selling. Will sell on most reasonable terms to quick buyer. Address M. P. SIMPSON, Monaca, Pa.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

It was said in these columns recently that the glass manufacturers would "maintain a stiff upper lip" in January. There is indisputable evidence now that such will be the case. The writer has been advised by both manufacturers and jobbers that blown ware will be quoted higher. It is common knowledge that some lines have been sold at less than actual cost. In fact, buyers have realized this for some time, and not s few of them have acted on the advance information given by the JOURNAL.

Following their policy to get out of the beaten path, the Ripley Glass Co. have come across the line with a new creation in the form of a glass electric portable. It has complete attachments for wiring, and is minus only the electric bulb. The dome is of heavy figured lead glass and possesses unusual brilliancy.

The following reservations for the annual glass and pottery exhibit to be held here next January have so far been made:

FT. PITT HOTEL.

Vodrey Pottery Co.—Thomas A. Copperstone.
Bryce Bros.—G. S. Bryce and H. S. Duval.
Buffalo Pottery—E. E. Wilgus.
Cambridge Glass Co.
Cook Pottery Co.—W. F. Ellison
Duncan & Miller Glass Co.—Walter B. Lindsay and Joseph Rent.
W. H. Dunn & Co., New York.
Economy Tumbler Co.—S. P. Kenny.
J. B. Higbee Glass Co.—R. G. West
Jones, McDuffee & Stratton—James P. Gordon.
D. C Jenkins Glass Co.—Howard C. Jenkins.
Indiana Glass Co.—Thomas H. Lohr.
E. F. Kuffer Co.—M. S. Benford.
E. M. Knowles China Co.—W. F. Witherell.
Mayer China Co.
McKee Glass Co.—W. L. Gaston.
New Martinsville Glass Co.—David Fisher.
H. Northwood Co.—C. J. de la Croix.
Quaker City Cut Glass Co.—F. J. Classen.
A. Radford Pottery Co.
Star Glass Co.—William J. Patterson.
Taylor, Smith & Taylor. Pot. Co.
Enterprise Cut Glass Co. } C. E. Taylor
Rochester Cut Glass Co.
Sterling Cut Glass Co.—J. H. Johonnot.
Phoenix Glass Co.—Harry B. Whitney.
J. W. McCoy Pottery Co.—F. Daley.
Jefferson Glass Co.—Thomas R. Crock.
Rochester Tumbler Co.
Radiumn Glass Co.
E. M. Uniack Mfg. Co.—J. M. Uniack.
United States Cut Glass Co.

SEVENTH AVENUE HOTEL.

Lancaster Glass Co.—L. P. Martin.
Eagle Glass and Manufacturing Co.—S. O. Paull
Dugan Glass Co.—Walter G. Minnemeyer.
Westmoreland Glass Co.—George R. West.
Keystone lines—F. C. Minnemeyer.
Co-Operative Flint Glass Co.
Trenle China Co.—H. K. Connors.

COLONIAL-ANNEX.

F. W. Owens (toys).
H. F. Hopper (pictures).

An advance has been made in common gas globes, and the largest manufacturers are now presenting the new quotations. For many months the common gas globe market has been a decidedly open one.

The capacity of the Star City (W. Va.) Glass Co. is to be increased immediately. A new engine is to be installed, and additions are being completed to other departments. This concern is manufacturing a line of plain and decorated chimneys and globes, and is crowded with business

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The McKee Glass Co. will make a greater feature of soda fountain goods during 1912 than ever before. The new items will be shown at the glass exhibit in this city shortly by the Mortimer Glass Co. A number of specialties in iridiscent ware will be the feature of the line this season.

New records have been made in the sales of packers' goods this year. All plants in this line have been crowded to the limit, and the demand is still strong.

At this writing no time has been set for the hearing of arguments in the famous "lime glass case" of the H. C. Fry Glass Co. against the McKee Glass Co. Testimony was taken about two months ago. The delay in presenting the arguments is said to be due to the fact that criminal court is in session.

The stringent labor laws in Pennsylvania have

greatly hampered the glass manufacturers in getting enough small help this season.

Reorders from jobbers and large dealers on lamp lines this season far exceed the business of 1910. And the new orders are considerably larger than expected. Jobbers say that the sale of lamps with them is strong, and will continue so throughout the year.

The Phœnix Glass Co has about completed its new line of lamps and shades for 1912. These will be shown at the exhibit here by Harry W. Whitney. Quite a number of clever new treatments have been worked out, and the line will be considerably larger than heretofore.

The GURNEY CLAY CO.

Franklin, Macon County, N. C.,

MINERS AND SHIPPERS OF

"IOTLA" Brand North Carolina China Clay

The highest grade of kaolin, imported or domestic.

JOHN SANT & SON, East Liverpool, O.,

SOLE SALES AGENTS,

will be pleased to furnish references, quotations and samples on application.

1911 SPECIALTIES.

Cartwright Bros.,

EAST LIVERPOOL, OHIO.

Semi-Vitreous China Body.

(THE NEW BODY.)



Our new Glendora dinner shape is made of this body, and is a handsome one, both for jobbers, retailers and departmen stores.

25 specialties of this body are being shown in plaques salads, fish, game, fruit, berry and cake sets, and m ıy others Decorations are the best the market affords.

Write us about these new lines.

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CROCKERY & GLASS JOURNAL

NEW YORK, DEC. 14, 1911.

THE CONDITION OF BUSINESS.

New York. Sales in the warerooms during the past week have been limited to orders for matchings. The salesmen are all in from the road, and except for hurry-up mail orders business is very dull. But if there is lack of activity in the sales departments there is plenty to occupy otherwise the attention of everybody. Preparations for stock-taking are well in hand, and new goods for spring display are arriving by every steamer. The amount of labor involved in preparing samples is only realized by those who have to do it. From now until the season is open everybody will be on the jump. There have been a few buyers placing orders for import on staples, but they are not as numerous as usual at this time of the year, and their orders have been only fairly good. It is expected, however, that before Christmas there will be an influx of those who usually place advance orders.

The domestic factories, both crockery and glass, are nearly all ready with their new goods, and some good orders have already been booked for next year's business. The demand for immediate delivery has been pretty fair, but it is too late to make shipments, and many buyers who have come at the last minute with orders have had to be turned down.

Prospects are exceedingly bright for next year, for, although the jobbers are complaining a little, it is evident that if the retailers intend to stay in business they must buy, and both importers and manufacturers are looking for an early demand, with the expectation that buyers will want goods shipped at once. There is also a feeling that there will be a revival of the call for what are commonly known as fancy goods—not in large quantities, but sufficient to make the business better than it has been in that line for a considerable space of time.

Retail trade has improved wonderfully within a week, and some of the houses are very busy. There is no question but that those who are carrying a well-assorted stock are getting the best business Consumers are not satisfied nowadays to take anything that is offered, and there is more shopping done than for many years.

Excellent reports come about the demand for housefurnishing goods. There is scarcely a retail department in the whole city that does not report a good trade in this branch.

The toy trade, too, is exceedingly brisk at this time among the retailers. So far there has been no scarcity of toys or dolls, but if the present demand should keep up it may be that some of the retailers will run short. However, as the wholesalers have anticipated the possibility of this state of affairs, the supply will be equal to all calls made upon it.

Every day now the outlook for 1912 grows better. Returning travelers all feel that when they start out for spring business they will have plenty of orders. The New York stock market had a pleasant surprise the early part of this week. The report of the U. S. Steel Corporation was so encouraging, and the bank statement so good, that the street was jubilant. The commercial world is more and more divorcing itself from political matters, relegating to the limbo of bugaboos the ancient superstition anent the baleful effects of a Presidential campaign. The bottom has been reached, and from now on there will be an upward tendency. It may be slow at first, but will gather impetus as it goes on, and a solid business may be confidently expected in 1912.

East Liverpool and Vicinity. There is a rush to get business out before the real holiday rush. There is unmistakable evidence that many buyers put off until the last moment to place their orders, and, as oft told in this column, more than one house is going to find itself short. Business for January delivery is being placed.

Pittsburgh and Vicinity.

Glass manufacturers of this district are taking care of a fair amount of business that may be considered for immediate wants. Orders for large stocks are few and far between, generally speaking. There is some inquiry for 1912 goods, but in the majority of instances no orders of volume are being placed.

Wheeling and Vicinity.

Pottery and glass manufacturers in this district are very well pleased with December business and also with the outlook for next season. Inquiries concerning new lines are encouraging, and it looks as though "Presidential year" would not be so bad after all.

ON THE PACIFIC COAST.

THE retailers have now about completed the season's buying and are devoting their attention to getting up attractive displays and telling advertising. A good deal of Christmas business is already being done, and the houses are offering special inducements to encourage early buying. The operation of the women's eight-hour labor law in this State will make it very inconvenient and costly for the ordinary retailer to keep a force of women clerks in the stores during the evening hours.

George A. Boomer, representative of the Plume & Atwood Mfg. Co., starts through the South about the first of the year to cover his entire territory from Denver west.

C. C. Brandes, European buyer for the American Import Co., will arrive in New York December 22, and here about the first of January. He has been gone nearly six months.

The Samish china decorating establishment has devoted special attention this week to the display of new scenic and figure effects Its aim is to convince the public that the same results can be accomplished on china as on canvas.

The Pacific Porcelain Ware Co., which has an extensive factory in Richmond, on the east side of San Francisco bay, has begun work on a four-story addition to its plant Three new kilns will be included. A new tool shed and a large warehouse will also be erected.

A new concern is to be formed in January, to be known as the C. A. Bacon Co., to represent exclusively the Lancaster Glass Co. and the Westmoreland Specialty Co. Walter Reeves, of Los Angeles, has been appointed to look after the company's interests in the southern territory, C. A. Bartels in Washington and Oregon, while C. A. Bacon will give his personal attention to the northern part of this State.

The Weinstein Co., Fillmore and Ellis streets, San Francisco, has secured an excellent location on Market street and is planning to get in the new building early next year. This concern, which has extensive housefurnishing departments, has outgrown the old location.

The Bon Marche department store of Seattle, Wash., a few days ago arranged a grand parade of wagons and floats and an excellent band through the main streets of that city to awaken an interest in the holiday season. The toy department at the store has been given increased space this season.

Burnett Brothers, 720 First avenue, Seattle, Wash , are closing out their stock of jewelry and cut glass and will retire from business.

H. M. Shirley, a dealer in crockery, housefurnishings and kitchen ware at Redlands, Cal., is closing out his stock and will discontinue.

The Elko mercantile Co., Elko, Nev., has taken over the variety business of the Hazelton-Schuberth Co., of that place.

The Dixon Art and Glass Co. has been incorporated at Los Angeles.

The rains of the past few days have brightened the outlook materially in all the agricultural sections of California. The prolonged dry weather had caused some uneasiness, and retailers had held off buying or had bought short through fear that a dry Christmas might mean small sales. Now that the rains have dispelled this fear a large number of buyers are showing up at the local jobbers and are buying freely for immediate shipment. Some of the wholesalers report that the number of country dealers who have been in this week is unusually large and that their shipping departments are rushed with a large number of small orders.

Mr. Bing, of Bing Brothers, Nurnberg, Germany, manufacturers of household specialties, was in San Francisco recently with an especially attractive line of samples.

Mr. More, until recenty local buyer for the crockery and glass department of Hale Bros., is now connected with the Emporium.

The Los Angeles trade has cheered up remarkably, and late reports from that city are to the effect that the retailers are expecting the largest holiday business in their history. The uneasiness that was felt for fear the Socialists would capture the city administration and frighten away the crowd

of rich tourists from the East which annually gathers there has been thoughtly dispelled. The Socialist candidates were defeated by a majority which must have been satisfactory even to the most "radical" of the conservatives.

F M. Dunn, local manager of the United States Glass Co., will leave shortly after the first of the year for a three or four weeks' trip through the north with the company's new patterns.

A. A. Otte, Coast manager oft he Pittsburgh Lamp, Brass and Glass Co., will start on his trip through the north and east about the first of the year with the 1912 samples.

The Sacramento store of Weinstock, Lubin & Co., probably the largest department store in California outside San Francisco and Los Angeles, has put on a free automobile omnibus wich will confortably seat thirty-five people. This will meet all trains entering Sacramento and transport all comers to the company's store.

O. L. Langford has sold out his store at Eugene, Ore.

E. F. Reeser has bought an interest in the department store of C. B. Stewart at Kennewick, Wash.

A few days ago Hamburger's department store in Los Angeles gave a dinner to nearly three hundred poor children of that city under the auspices of the associated charities. Santa Claus was also on hand to distribute presents and candy to the store's young guests. The recent enlargement of the art department has made that section about the most attractive in the store. During his recent trip to Europe S. A. Hamburger devoted particular attention to the buying of art works of all kinds.

L. Couch and B. B. Boyd have sold their interests in the East Oregon Mercantile Company, Enterprise, Ore., to Edward Mason, the third partner in the company;

H. C. Gernes has sold out his stock of varieties and art goods at Idaho Falls, Idaho.



INLAID STONEWARE BY VILLEROY & BOCH.

AT BOSTON.

FILENE'S new department store, representing an investment of $7,500,000, it is said, will probably be opened next September. Arrangements have already been made for the installation of striking innovations to be exhibited in practical use for the first time. Filene's are searching both continents for improvements in retail store fixtures and equipment, for which they say $500,000 will be invested. One of the interesting things to manufacturers of retail store equipment is the fact that Filene's are planning to make their store a permanent exposition of the newest things in that line, and are willing to try out in the new store anything new and practical. While they will not conduct a crockery and glass department, they will carry on two large restaurants which will consume enormous quantities of glassware and china, which has not as yet been purchased. The Filene Company expect to get in all bids for store equipment, etc., by January first, and enterprising dealers should submit them as early as possible.

Mark Mason and Hugo Bernstein, of Mason Bros. & Co., 91 High street, have returned from an extensive buying trip throughout European toy centres.

Wm. F. Dalzell, son of ths president of the Fostoria Glass Co., Moundsville, W. Va., called upon the Boston office this week. Though Mr. Edwards, their Boston agent, was at the factory on his annual visit, his representative, Mr. Marshall, extended hospitality in true New England style.

J. K. Haslem, of Lewiston, Me., and E. C. Metcalf, of the Reading, Mass., Syndicate, were in town this week looking over various lines.

Misses Mahoney, McKinnon and Keegan, respectively of the Roseville Pottery Co., Geo. W. Beal's and Tajimi Co.'s sample rooms, are unusually happy at this time. Why? Ask them!

Justin Tharaud (Maddock & Miller), Thomas J. Hughes and Edward Butler, F. O. Shattuck (Geo. F. Bassett Co.), Harry Mirrellees (Manning, Bowman Co.), H. J. Smith (Cox & Lafferty), William H Schreiber (Bawo & Dotter), Louis Cruveilher (L. Bernardaud & Co.) and A. Gredelue (Baccarat glassware), all of New York City, were among the "sellers" in town last week.

George Duncklee, the dean of the crockery trade, visited the boys this week.

Passengers from the West coming to Boston to board steamers for Europe will in the future be carried directly to the steamship's gankplank. The first train from Chicago direct to the Boston piers has

already arrived. The purpose is to attract to Boston transatlantic travelers from the West.

John F. Fitzgerald, of Washington, D. C. (no relation to his famous Boston namesake), renewed old acquaintances this week.

Abe S. Hays, representing Cook Pottery Co., Trenton, is making his headquarters at Young's this week.

Miss Mary G. Goodwin, buyer for the china and glassware department of R. H. White Co., has returned from a brief visit to New York City.

Among the buyers visiting Boston this week were George A. Reedpath, Lynn; J. Edgar St. Louis, Brockton; George W. Bruorton, and Frank H. Dunmore, with the Shepard Co., Providence; William Cummings, with David Harley Co., Pawtucket; George W. Alden, of the Geo. W. Alden Co., Brockton; James E. Bostock, of Taunton; George W. McKinney, of McKinney Co , Natick; Fred Bodwell, with Burroughs & Sanborn, Lynn; James E. Leary, for the Samuels Co., Lawrence; Mr. Fowler, Beverly; Miss Eddy, for the George B French Co., Portsmouth, N. H.; Mr. Lawton, with Avery, Woodbury Co., Milford; and Mr. Morse, of Morse & Bigelow, Marlboro, Mass.

Samuel Berman, Inc., Boston, dealing in hardware, kitchen furnishings, etc., at 28 Portland street, has incorporated for $25,000.

AT CHICAGO.

CONDITIONS here are excellent. Manufacturers' agents are stocking up heavily and the outlook is most encouraging, especially in staple lines, which are bringing normal prices with an active demand. With settled political and financial conditions the coming year ought to prove a banner one for crockery and glassware dealers.

* *

Mr. Dunmore, of Burley & Co., takes a very optimistic view of the general business situation.

* *

Louis Wolf & Co. report the toy and doll trade unusually good.

* *

Paul Fueslein, local manager for Bawo & Dotter, will leave in a few days for New York to look over samples with a view to filling in depleted lines.

* *

Earl W. Newton, of the Consolidated Lamp and Glass Co., states that their showrooms are being placed in readiness to accommodate the sample lines of the Imperial Glass Co. and the Economy Tumbler Co., whose representatives will be here in a few days, and a complete and up-to-date line will be on exhibition. Mr. Glen Cody will assist Mr. Newton in taking care of the trade.

* *

The Strobel & Wilken Co. are unusually busy at their branch here, where many orders from the West are filled for quick delivery.

* *

J. C. Slater, of the Great Northern Mfg. Co., is in Cleveland, Ohio, for a few days on business.

* *

F. R. Alexander, local agent of Edward Miller & Co. is visiting New York and Maryland factories. This firm reports a heavy demand for fancy lamps of every descripton.

* *

D. Saunders, buyer for Siegel, Cooper & Co.'s china department, is in California at present.

* *

S. A. Weller and the A. H. Heisey Co , with salesrooms in the Heyworth building, report trade in their lines very satisfactory, with little or no fluctuation in prices and a steady hemand for the better class of goods.

* *

The Reliance Glass Co. has been incorporated here with a capital of $5,000, the incorporaters being R. H. Loosey, C. W. Reasner and H. I. Kelley.

* *

The Chicago office of Gleason & Tiebout shares the general optimistic views of local dealers regarding business conditions in the crockery and glaasware line in Chicago.

* *

On his way home after an extended trip to the Pacific coast, John B. Salo, president of the Salo Art Metal Co., Binghamton, N. Y., dropped off for a few days' visit in Chicago.

* *

S. Heinzelman, president of the Corona Glass Co., Toledo, Ohio, visited Chicago for a few days recently, bringing with him a complete line of advance samples of next year's patterns, and incidentally visiting M. S. Redfield, the Chicago representative of his firm.

* *

J. C. Jonas, who until recently has been with the Warwick China Co., has taken up the Cambridge Glass line, and is at the Palmer House this week with samples. It is reported that Mr. Jonas contemplates a partnership in the carring on of his business.

* *

Louis Levien was at the Palmer House last week with a full line of cut glass.

* *

H. F. Corrigan, Chicago manager for the Plume & Atwood Mfg. Co., was a St. Louis visitor last week.

The New York Crockery and Glass District.

THE new and handsome office of E. R. Thieler is fulfilling its mission—that is, throwing the burden of interviewing callers who have no real demand upon his time to his clerical staff, which has its quarters within a well-constructed oak barrier. If the visitor is of sufficient importance he is invited to step into the inner office, where the busy manager for Villeroy & Boch will usually be found up to his eyes in work.

Bawo & Dotter have dolls and toy sets ready for immediate delivery. Dealers who are short of these goods may wire them, and if the selection is left to their discretion they will send a proper assortment. They also announce that their line of samples for spring import delivery is ready for inspection.

Richard Kohn, representing the J. D. Bergen Co., manufacturers of cut glass, has taken the premises formerly occupied by Cox & Lafferty, 32 Park Place. He moves in January 1.

One of the greatest bargains of the week is to be found in F. W. Reichenbacher's showrooms—salt and pepper shakers, fine lead glass, well cut, with sterling silver tops, at $1.45 per dozen. They would easily attract women buyers at fifty cents a pair.

The Goodwin & Kintz Co. are displaying some attractive portables and showers at their New York showrooms at prices that will appeal.

The Sterling Cut Glass Co. have discontinued their representative in this city.

A new plateaux of exceptional merit is being launched on the market by the Crown Novelty Co. The frame is a ribbon design having bows at different intervals to form feet. A design is engraved on the inside of the mirror to match the frame, the bows upon which meet bows of ribbon engraved on the mirror, thus carrying the idea right through.

The Globe Stoneware Co., Crooksville, O., who are making a specialty of cuspidors, jars, jugs, and goods suitable for the five and ten cent trade, will have New York headquarters at 25 Park Place.

A very rich and neat gold encrusted key border is being shown by L. Bernardaud & Co. on one of their open stock patterns. The handles on the pieces are solid gold matt, and the shapes are very artistic. The orders and re-orders that have been received for it have more than justified its appearance on the market.

The Buffalo Cut Glass Co., Batavia, N. Y., will be represented by I. P. Cohen, 76 Park Place, after January 1.

Among other seasonable goods for this present-giving time of year, C. Dorflinger & Sons are showing lavender salt jars in all sizes and designs.

A high grade toy and jewelry buyer, or one who has acted as assistant, may find a position by applying to us. The salary is excellent.

A new line of exceptionally fine rock crystal cuttings is to be seen at the showrooms of E. Torlotting, 25 West Broadway. The design consists of laurel wreaths and berries encircling a chrysanthemum as a pendant ornamentation, and surrounding the piece is a further border of a highly ornamental order.

At this season of the year, when preparation for feasting is in order, nothing could be more appropriate than the almond or nut set that Wm. D. Finke is putting on the market. The set consists of a hand-

some glass basket with elaborate floral cuttings and six little individual dishes. Both design and price are attractive.

The McKee Glass Co. have just sent to Thomas G. Jones a three-gallon glass cider keg in perfect imitation of an oak keg with bands, bung-hole and spigot hole complete.

The Dugan Glass Co , Indiana, Pa., have sent to their New York representative, Wm. Dealing, a complete line of new iridescent glassware which they have named "Alba Lustre." The colorings are exquisitely delicate and the shapes are excellent.

The lighting fixtures for the new showrooms of the United States Glass Co., 71-73 Murray street, are being made by the Goodwin & Kintz Co. They consist of large pendant unit lights with 250 watt tungsen lamps having Macbeth-Evans "Alba" shades.

For specialties in tea sets George Hamilton's display has few equals in the District. One pleasing design is on the Chinese order of decoration. The set consists of six cups and saucers, cream jug, sugar-basin and tea pot, upon a large porcelain tray of the same design. It is the product of Hammersley & Co., and is of the best quality English bone china.

THE METHODICAL MAN'S VACATION.

"WELL," said a man who works for a living and keeps it up fifty-two weeks in the year, "my vacation's over. Now I'm ready to dig again."

"Where did you go this year?" his friend asked him.

"Where did I go?" echoed the digger; "where I always go—nowhere. I never go anywhere. I take my vacation right here, sleeping over.

"I'm a man of system, method. I wouldn't call myself a mechanical person, but I certainly am systematic, methodical; and I should be uncomfortable any other way.

"For instance, I get up every morning at twenty minutes past six. That gives me exactly the time I require to get through everything and get my breakfast and get to the office on time comfortably, and month after month I keep to that always at the same hour. But every year there comes a time when I deliberately get reckless and sleep over a few mornings, and that's my vacation.

"Some mornings, instead of getting up at 6:20 I just lie there till maybe a quarter of 7, and then get up and don't hurry; just let the schedule, the whole business, go to blazes, and take life easy and eat my breakfast and saunter down to the office, taking my time to get there. For a few more mornings I get up that way or later, and I find nothing happens, and then for two three mornings finally I indulge in the wild dissipation of lying abed till past 7 o'clock.

"And I find this does me a world of good. It braces me up wonderfully and makes me smile and laugh. It's a change fron my regular routine, and change is what we want. It isn't good for any of us to stick endlessly to the same dull routine, and this change that I make every year like that in my getting up hours breaks the tension, gives me a sense of liberty and makes me free and happy.

"Then on one of these fine mornings when I'm doing what I please I find in the office when I get there a little change in the atmosphere; things have begun to stir a little, business is starting up, and that means the vacation season is over: and next morning I set my mental alarm clock for 6:20 a.m., and wake up on the dot, refreshed and strong, feeling fit as a fiddle and all ready to dig in."

OBITUARY.

AFTER six weeks' illness from typhoid fever, Thos. H. McNicol, general superintendent of the Potters' Co-operative Co., East Liverpool, died Wednesday, Dec. 13, aged forty-nine. He went to that city seventeen years ago, later going to Crooksville to manage a new pottery there. He returned to East Liverpool in 1904 and became associated with H. A. and T. A. McNicol in the operation of the "Dresden." He leaves a wife, five sons and two daughters.

Joseph L. Lanz, brother-in-law of A. H. Ledden, with the Buffalo Pottery, was killed Wednesday, Dec. 13, at Trenton by a fast train on the Pennsylvania Railroad, by which company he was employed.

BUSINESS BRIEFS.

The Dunbar (W. Va.) Flint Glass Co. has been incorporated to manufacture glassware. Capital $25,000.

* *

The Houghton Glass Co. has been incorporated at Corning, N. Y., to manufacture glassware. Capital $900,000.

* *

L. D. Bloch & Co. have incorporated with a capital stock of $150,000. Incorporators: L. D. Bloch, H. Bloch, A. Goldsmith.

* *

William M. Pierce, Clayton, N. J., has been appointed receiver for the Moore Bros., Glass Co., of that place. In the petition filed by the company it is set forth that the concern is $285,362 in debt. The plant has more than $200,000 worth of orders, but not enough money to finish the work.



COLONIAL CHINA ROOM

SILVER ROOM





FIRST FLOOR

Interior Views in the Store of Charles Hall, Springfield, Mass.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 12, 1911.

ANTWERP

165	packages	glassware	B Gunthel
9	"	"	E Torlotting
3	"	"	C J Dierckx & Co
5,166	"	"	Miscellaneous Orders
29	"	earthenware	L Straus & Sons
1	"	"	Bawo & Dotter
41	"	"	Koscherak Bros
3	"	"	E R Thieler
4	"	"	Fenesterer & Ruhe
20	"	"	Graham & Zenger
20	"	"	Miscellaneous Orders
14	"	toys	B Illfelder & Co
11	"	"	Miscellaneous Orders

BREMEN

2	packages	glassware	L Straus & Sons
146	"	"	Eimer & Amend
4	"	"	Samstag & Hilder Bros
142	"	"	Miscellaneous Orders
1	"	earthenware	Geo Borgfeldt & Co
30	"	"	L Straus & Sons
4	"	"	J H Venon
6	"	"	Miscellaneous Orders
5	"	chinaware	Strobel & Wilken Co
23	"	toys	Geo Borgfeldt & Co
1	"	"	F W Woolworth
10	"	"	F A O Schwartz
4	"	"	A Steinhardt & Bro
3	"	"	Samstag & Hilder Bros
126	"	"	Strobel & Wilken Co
119	"	"	Miscellaneous Orders

HAVRE

58	packages	chinaware	Wm Guerin & Co
32	"	"	Herman C Kupper
294	"	"	Haviland & Co
8	"	"	H Endemann
25	"	"	Miscellaneous Orders

LIMOGES

90	packages	chinaware	Theodore Haviland & Co

ROTTERDAM

102	packages	earthenware	Geo Borgfeldt & Co

LIVERPOOL

5	packages	earthenware	Bawo & Dotter
12	"	"	R Slimmon & Co
14	"	"	Maddock & Miller
3	"	"	W H Plummer
16	"	"	W S Pitcairn
18	"	"	H C Edmiston
24	"	"	Meakin & Ridgway
31	"	"	Miscellaneous Orders

LONDON

10	packages	toys	Geo Borgfeldt & Co
4	"	"	Bawo & Dotter
3	"	"	Strobel & Wilken Co
2	"	"	Miscellaneous Orders

TRIESTE

54	packages	glassware	L Straus & Sons
9	"	"	J Palme
35	"	"	F W Woolworth
131	"	"	Miscellaneous Orders

SOUTHAMPTON

4	packages	chinaware	J H Venon
15	"	"	H Creange
3	"	"	L D Bloch & Co
48	"	"	Miscellaneous Orders

HAMBURG

30	packages	glassware	Fensterer & Ruhe
4	"	"	F Euler & Co
13	"	"	W R Noe & Sons
32	"	"	Eimer & Amend
16	"	"	Kmy-Scheerer Co
49	"	"	L Straus & Sons
15	"	"	Strobel & Wilken Co
375	"	"	Miscellaneous Orders
20	"	earthenware	Bawo & Dotter
18	"	"	L D Bloch & Co
101	"	"	Geo Borgfeldt & Co
29	"	"	Herman C Kupper
17	"	"	J Wygand & Co
2	"	"	O Goetz
11	"	"	E R Theiler
27	"	"	Lazarus & Rosenfeld
112	"	"	Miscellaneous Orders
12	"	chinaware	Strobel & Wilken Co
74	"	toys	B Illfelder
3	"	"	Samstag & Hilder Bros
20	"	"	Strobel & Wilken Co
217	"	"	Miscellaneous Orders

FIUME

27	packages	toys	Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

79	packages	earthenware	Jones, McDuffee & Stratton Co
17	"	"	Mitchell, Woodbury Co
16	"	"	A W Chesterton
1	"	"	Richard Briggs & Co
20	"	"	Rowland & Marsellus Co
11	"	"	American Express Co
4	"	"	George Hamilton
22	"	"	Miscellaneous Orders

COPENHAGEN

3	packages	earthenware	Richard Briggs & Co

HAMBURG

6	packages	earthenware	Jones, McDuffee & Stratton Co
18	"	"	Patterson, Wylde & Co
2	"	"	Bawo & Dotter
12	"	"	Houghton & Dutton
78	"	"	L Wolf & Co
4	"	"	Stone & Downer Co
7	"	"	Ocean Transit Co
24	"	"	Geo Borgfeldt & Co
64	"	"	National Despatch Co
45	"	"	Miscellaneous Orders

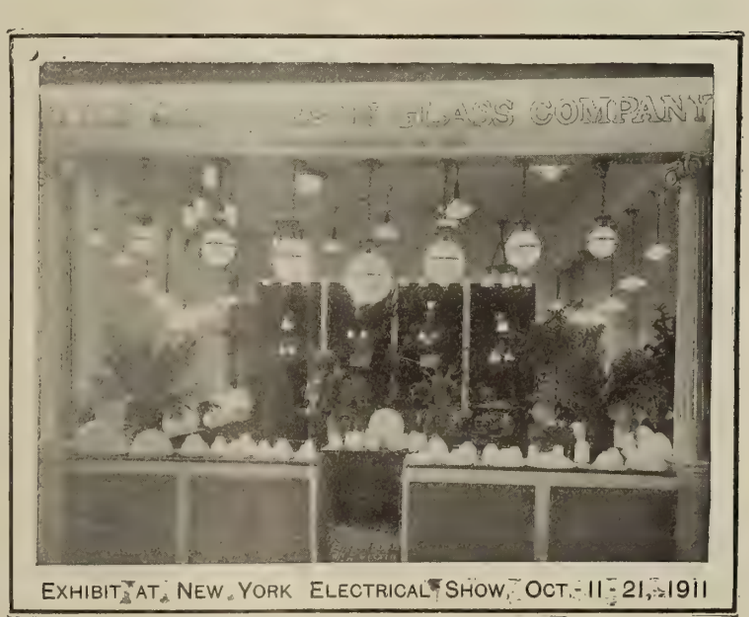


EXHIBIT AT NEW YORK ELECTRICAL SHOW, OCT. 11-21, 1911

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 14, 1911.

THE ART OF SELLING.

A DISTINCT advance has been made in educating the salespeople in some of the department stores; but there is still room for improvement. In some places the heads of departments have "talks" with their help after business hours, telling them how goods are made and why certain articles are valuable. If the salesperson can explain why a filled-in print on china costs more than a transfer and can show the difference between a decal and brush work a long stride has been made toward inducing the consumer to part with a larger sum of money for the better article. The same is true of glass. If the difference between pressed and blown goods can be told in an entertaining manner the buyer becomes interested and will often take the superior goods.

Again, people will buy things they did not intend to purchase if the articles are properly presented. A lady visiting an uptown store to buy half a dozen cups, worth about five dollars, was asked by the salesman if she would like to look at something pretty. No woman ever refuses such an invitation, and this one bought $160 worth of plates before she left the store. She hadn't the slightest idea of buying these plates when she went in; but the salesman knew his business.

To show the value of knowledge, a lady whose husband travels for a china house and is away from home a good deal, finding time heavy on her hands and seeking diversion obtained a position in a department store. She was asked if she had ever sold goods, and replied in the negative. A day or two after her engagement a question came up between the head of the department and one of the employees. She apologized for interrupting, but told them they both were wrong, and put them right. The head was astonished at her knowledge, and reminded her that she had said she never sold goods. She explained that for years she had traveled with her husband, and with him had visited many factories, acquiring a knowledge of goods and the process of manufacturing. Needless to say, she was soon given a more responsible position.

It is not possible for everyone to visit factories, but the necessary knowledge may be learned from books and trade publications; and if the head of the department will acquire it his help can be educated up to the point where they may induce buyers to take the higher grades of ware. It may take a little longer to sell a ten-dollar article than a dollar piece. But the time will be well spent, when the difference in profit is considered.

PERSONAL.

MEETING Alex Hardy, of Hardy & Hays, Pittsburgh, at the Holland House one night last week, surprise was expressed that he should be away from home at this busy season. He said it was just a hurried visit to buy a little merchandise, as he had run short of some things. A wonderful change had come over business conditions in Pittsburgh within the last three weeks, he said. Trade was excellent all over the city, and it looked like a prosperous holiday season.

F. W. Jenkins has returned from his Southern trip reporting a very satisfactory business.

Frank H. Vaughn, Boston representative of the J. W. McCoy Pottery Co., was in the city on Friday to meet George S. Brush, the general manager of the factory.

Visiting New York for the first time, Wm. B. Dalzell, son of the president of the Fostoria Glass Co., Moundsville, W. Va, paid a call at the New York office last week. The object of his visit to the city was mainly sightseeing. That accomplished, he wended his way to Boston.

The coming season at Lakewood, N. J., bids fair to be a good one, says Mr. Rau, of Gerber & Rau, who was in the District buying cut glass and lines of china and pressed glass. He is very cheerful over

the present outlook, and all the hotels share his optimism.

⚜

Charles Streiff, with Wm. Guerin & Co., left Sunday night for a short trip to Pittsburgh

⚜

After attending the Potters' Convention at Washington, Chas. L. Casey, president of the Guernsey Earthenware Co., came to New York to pay a visit to Bates & Ledden, his Eastern representatives. He says that in spite of the additions to the factory they have all they can do to keep pace with orders.

⚜

Henry Saul, who travels in the Northwest for Hollweg & Reese, Indianapolis, came into town the first of this week to spend the winter holidays. His family live in Brooklyn. Mr. Saul is well known in the District, having been connected with Bawo & Dotter for a good while. He will return immediately after the first of January and then start on the road.

⚜

William Andress, doll buyer for Bawo & Dotter, is expected home on the 22d. He has been abroad since the early fall.

⚜

A. J. Fondeville, who has been in Europe for some weeks, is a passenger on the "Philadelphia," his favorite steamer, due in New York the latter part of next week.

⚜

George Hamilton, who recently returned from a trip out West, is well satisfied with the result of his efforts, even though he did acquire a nasty cold in the Windy City.

⚜

William P. Horne, well known in the illuminating glassware trade, is recovering from an operation for appendicitis performed on Sunday night at the Norwegian Hospital, Brooklyn.

⚜

Thomas Dugan, of the Dugan Glass Co., Indiana, Pa., was a visitor to the city this week consulting with Wm. Dealing, the New York representative.

⚜

Henry Endemann is back at his desk again after a business trip to Europe, where he found trade conditions excellent. The voyage home was extremely rough, stormy, and uncomfortable.

⚜

Max Herbert and C. M. Dillman will be at the Fort Pitt Hotel, Pittsburgh, January 2 with the United Cut Glass Co.'s samples.

⚜

The Boston representative of the Fostoria Glass Co., Henry T. Edwards, stepped in last Saturday to see his old friends John Nixon and William Otten on his way home from Moundsville, where he had been to visit the factory.

⚜

Edward J. Burdett was seen browsing around the District on Tuesday.

⚜

A. P. Doctor the past week has been at the Central Glass Works, Wheeling, inspecting the new goods for the coming season.

⚜

One of "The Three Millers Co.," of Boston, was in the District this week looking for soda water fountain specialties and confectioners' glassware.

⚜

Leo Himmelstern, of Himmelstern Bros., San Francisco, was a visitor in the District this week and called upon his old friend and comrade in the cut glass trade, A. A. Bean.

⚜

John H. Kazanjian, Newport, R. I., was buying both pressed and cut glass in the city this week.

⚜

Harry G. Mills, with the Homer Laughlin China Co., is making his semi-annual visit to his home in Hackensack, N. J. He has had a very satisfactory year and will start out again right after the first of January.

⚜

L. Phillip Martin, of the Lancaster Glass Co., was a visitor to the New York market this week.

⚜

John J. Hines came in from a Western trip on Wednesday morning and is arranging samples for next year.

⚜

Hugh McAfee, president of the Consolidated Lamp and Glass Co., Coraopolis, Pa., was spending a few days this week with his Eastern representative, William D. Dougherty.

⚜

Other buyers in town were E. McDonald, with J. V. Farwell Co., Chicago; Mrs. L. B. Walter, with Gimbel Bros., Philadelphia.

⚜

F. Riera, president and general manager of the General Mfg. Co., Bronx, manufacturers of lamps, domes and showers, was in the District on Wednesday visiting acquaintances.

⚜

John Tucker, who was making the rounds of his friends during the week in the District, is giving up all lines other than the Libbey Glass Co.'s and will devote his entire time to their interests from January 1. He will cover eleven States in the Southern ter-

ritory, going as far as Texas, the balance of his time, three or four months during the year, being spent in New York City.

IN TOYLAND.

THAT Santa Claus is a thoroughly up-to-date old gentleman both children and grown-ups who have gone through New York's leading toy shops of late agree. Almost hopelessly one searches for adjectives adequate to describe the wonders of New York's toy display this year.

Old shoppers who have been keeping tabs for half a century on the development of the toy industry declare that it is a marvel, and a proof that they are right is furnished by the line of men and women which may be seen any day in the principal toy stores merely looking at the novelties and apparently enjoying themselves a good deal.

The other day two broad-shouldered men stood for several minutes at a counter in a Fifth Avenue toy store manipulating a mechanical fishing set with evident pleasure. They had no children along, neither seemed to be buying, and they were not interfered with. Visitors to that store are never interfered with. This is one of the up-to-date features connected with holiday toy buying. In all the leading stores salespeople wind up animals, motors and dolls over and over again and show off the finest of the stock without a murmur, whether visitors show any intention of buying or not. In some stores one might imagine that to provide a tiptop show free of cost for the public was the supreme aim of the managers. "Competition" was the brief and somewhat disappointing explanation of one manager.

In his store, where something like an acre of toys is spread out for a magnet to the general public, a big section of space is given over to a snow-covered cave lined with a dozen or so familiar home scenes illuminated with red lights—tea parties, dinner companies, complete kitchens and nurseries, furnished with the last cry in furniture and boy and girl dolls. There were sporting toys there, too, and at the exit of the cave stood a facsimile of Santa Claus, who cordially urged smaller visitors not to forget to send word to Santa Claus what to give them for Christmas.

In another section of the same toy department is a tall, roomy iron cage, fitted with a trapeze, in which a man fixed up like a monkey performs every now and then to delighted audiences and between times sits on the floor of the cage and makes fun for small spectators. Neither the man in the cave nor the man in the cage has anything to sell, but according to an expert it is good business to provide attractions of this sort, also to display the biggest part of the stock, so that it can be seen at close range and handled.

"That store," said he, "is going to pull in a big profit before January 1. It is not in the business to lose."

The way New Yorkers now buy holiday toys, this man explained, is as different from the way they brought them when he was a boy as the popular toys of to-day are different from the toys most popular then, and in his opinion both youngsters and toy dealers profit immensely thereby, even though some sentimental folks do regret the passing of the secrecy, the delightful mysteries once inseparable from the privilege of hanging up one's stocking.

There is not the shadow of doubt that children of all classes are perfectly satisfied with things as they are. Once upon a time children were kept away from the toy shops just before Christmas, and when they did get there everything was kept on shelves and pretty well out of their reach. Toys patrolling up and down the floor existed only in dreams then, dreams which to-day have come true.

Nowadays children are taken to the toy stores as to an instructive exhibition and lots of boys and girls lacking some one to take them start off alone. Ordinarily store managers give the cold shoulder to youngsters minus a guardian, but near the holidays, what with the big crowds of shoppers and the skill shown by small visitors in sliding in in the rear of grown folks, this rule is relaxed. Probably none of the toys they specially come to see will ever reach their stockings, but this makes their enjoyment of the free view all the keener.

"After all," said a woman who had been curiously watching three quite small, poorly dressed boys going the rounds arm in arm, "I think some children get as much enjoyment out of looking at a display like this as other children get out of possessing some of the most wonderful toys in it."

As she spoke she halted at the end of a long counter filled with electrical toys before which sightseers were three deep, with boys, some scarcely higher than the counter, in the front row. Particularly fascinating here was a factory plant containing half a dozen shoots, dumps, cutters and other things operated by a single engine and sandwiched between sawmills, grindstones, railroad cars and fifty or more articles besides operated by electricity. The smallest boys were the most interested. It was easy to see that. The tiniest chap of all could hardly be induced to move on.

"You are right, madam," a manager said, overhearing the woman's remark. "The motor engine of that factory yard costs $8, and I don't believe any one of those boys will get it for a Christmas present. But whoever does get it won't enjoy the thing a bit more than they are enjoying it now. It's fun to watch their eyes get as big as saucers and the way some of them study a thing half an hour at a time. A few of them have been in several times to look at the toys operating and in the last week I have noticed several cripples. It's strange, but cripples always show more interest in electric toys than most others do. Last year a badly crippled little fellow who had an eight-dollar electric machine given to him spent every spare minute out of school studying out the Marconi system and by spring had succeeded in rigging up a wireless apparatus and had

learned how to send and receive messages. The boy's mother came in to tell me about it. She agreed that the engine was a pretty good investment. All the boy's friends tell her he is going to make his mark in electrical inventions."

Among the new toys operated by electricity are railroad trains containing a sleeper, dining, observation and baggage car, furnished with chairs, sofas, etc., which may be taken out and in through a movable top. Each car has an independent lighting apparatus. Freight cars, too, reproductions of those seen crossing this continent, filled with fruit, cattle and other merchandise, are included in the train yard outfit. The merchant who displays them had drawings made of the real cars and sent them to Europe to be copied in miniature cars. Practically the whole system of train moving may be learned from the tracks, switches, signals and cars included this season among the electric toys. Steamships and torpedo boats of new design, exact copies in some cases of those seen in the United States navy, may be had, operated by electricity as well as steam.

To tell about the models of airships, ranging in price from $1 to $50 and more, would fill a book. The cheapest ones, intended for the littlest folks, are attached to a standard and then wound up. They go splendidly while they are at it and have the advantage of not being able to get away. It is in the medium priced models that the most wonderful varieties are seen. Famous biplanes and aeroplanes are reproduced in yard long sizes made in sections, each machine having printed directions how to put it together.

There is a flying top among the novelties for small boys, and a salesman said that air toys were running a pretty good race with electric toys for first place.

Of the novelties which catch on wonderfully with boys are baseball players about fourteen inches long in regulation costume, several of them in one store being shown in a case engaged in a game. These are entirely new this year. The figures are made of wood; they are practically indestructible and in costume cost about $6 each. Undressed they are something over $2 each. Also new are miniature representatives of the Seventh, Twelfth and Sixty-ninth regiments and of Troop A mounted. They are solidly made of pewter and are about five inches tall.

Cannon, which may be adjusted to shoot at airships, and are furnished with a shield for the soldiers to stand behind, attract so much admiration as to give pain to good mothers working hard in the cause of international peace.

One of the most charming of the mechanical toys and attractive alike to boys and girls is called "The Carnival," and consists of half a dozen pretty little horseless vehicles, flower trimmed, each occupied by a man or woman in fancy costume. The mechanism is arranged so that the procession describes all sorts of curves when in motion instead of keeping in a straight line, the end carriage sometimes curving around to get abreast of the first. The carriages can be disconnected and operated separately.

It is a tossup whether boys or girls are the better looked after in the new toys, although manufacturers say that it is much easier to get out novelties for the former. The story is told that an importer of toys laid a bet last year with a fellow importer that nothing absolutely new in the doll line would or could make its appearance this season. He lost his bet. At a Fifth Avenue toy place there is a brand new baby doll, and although the price of it is $10 without a stitch to its back, the first lot got in by the merchant sold so rapidly that before the end of a week he cabled for 200 more and is anxiously awaiting their arrival.

This doll may be had in only one size, about twelve inches. It is made of a cotton fabric stuffed and tinted to the life, even to the scant hair. The thing suggests a healthy, sturdy youngster of eight or ten months, with the crooked legs and wiggling head of the real baby.

"Yes, it is the head," decided an astonished shopper, trying to make out why this doll should be so unlike any other baby doll she had ever seen. "I have seen heads that could be turned round, but never one that wiggled naturally." The history of the doll is this: It is made by hand by a woman living in Berlin, herself an artist, and whose husband is a sculptor. The pair have three small children who for some time were deprived of dolls because their father did not think the usual run of dolls artistic. If they wanted a doll, he said, he would give them clay and let them fashion something for themselves. He was so strong on this point that the mother gave in for a while. Finally, when she could not withstand her little girl's plea any longer, she decided to turn to and try her hand at making a doll. Taking a towel, she proceeded to stuff it, first the head, then tied a cord to define the neck, the body, arms and legs, modelling each as she went long from the towel and stuffing.

It sounds crude, but the finished product is anything but that. Skilful with her brush, the exquisitely natural tinting the artist gave the doll, together with its life-like formation, raised it to a plane acceptable even to her fastidious husband.

Friends who saw the doll begged for one like it, with the result that it has come, as all good things come, to this market. Along with the first consignment arrived a dozen photographs showing as many ways in which the doll might be dressed, and these were grouped in one large frame and are shown to purchasers.

Of quite another order are the character dolls, including her of the hobble skirt, strictly of French cut. Every country is represented not only in the peasants, which as one customer remarked made her think of Ellis Island, but in ladies of high degree.

Three and four-story houses with an elevator, bungalows of latest design and country houses with piazzas covered with flowering plants have been added to the doll house assortment, and new and entirely captivating are folding houses with three sides which may be backed

up against any wall anywhere and become on the spot a schoolhouse, a grocery store or a log cabin, according to the kind of house purchased. These are about five feet high and fold up in four panels like a screen, one panel having a real door, the side panels a window each. If it is a store, there is a large window in front. Each is attractively painted to carry out the idea represented.

Among the real estate extravagances of the season are portable one-room houses, substantially built and large enough for a child to live in. They are furnished with a child's bedroom or sitting room suite and cost unfurnished from $100 to $150.

Farms for small children, warranted always to keep their perennial greenness no matter how often they are chewed, deserve to be included among the wonders of the season. They are wonders. Farmhouse, outbuildings, gardens, trees, live stock are in color perfectly true to nature, but over the color is a preparation said to keep the paint from being licked off and quite harmless to the child. Some of these farms are three feet and more square and remarkably complete.

Automobiles with open and close bodies and taxis are among the models furnished for the latest sets of building blocks, which have reached a point which makes them almost as interesting to big as to little folks. Twelve different dwellings, representing as many styles of architecture, may be constructed from a certain set of blocks. A purchaser of one of these sets told a companion that before giving it away she meant to get some points on architecture from it for her own use, as she was planning to build a country house in the spring.

To the animal family, mechanical and otherwise, has been added a particularly life-like horse, upholstered in plush of a texture hardly to be told from the animal's real skin. The dealer is proud of this new arrival, which comes from Germany and is about three feet long and uncommonly strong.—*New York Sun.*

SALESMEN'S ASSOCIATION NOTES.

IN order to set at rest any uncertainty in the minds of the numerous contestants for the gold watch to be awarded the member who secures the greatest number of new members in 1911, President Wells says that applications will be received up to the last stroke of twelve on the night of Dec. 30. Letters bearing applications mailed on the night of December 30, the envelopes showing the date stamp of the year 1911, will be included in the competition.

At a meeting of the Board of Management on Tuesday, Dec. 12, the death claim of I. W. Nichols was ordered paid. Twenty-two new members were admitted—viz.: Howard S. Marshall, with Adelphi Silver Co., Brooklyn; Geo. H. Barrett, of the United Tea Stores Co., West Brighton, N. Y.; Geo. M. Turner, with Denholm & McKay, Worcester, Mass.; Henry E. Claus, with Duffy-Powers Co., Rochester, N. Y.; Joseph A. Machler, with Geo. C. Peck & Co., Pawtucket R. I.; John J. Flynn, with Oceanic Tea Co., Jersey City; Charles O. Stewart, with Kearns-Gorsuch Bottle Co., Zanesville, O.; Ralph E. McCormick, with S. A. Weller: Zanesville, O.; Geo. D. Holdsworth, with John H. Rose & Co, Richmond, Va.; Alfred B. Gunthel, with B. Gunthel, New York; Jean R. Tack, Newark: N. J.; Oscar C. Helm, with Ira A. Jones Co, Chicago; Just Peterson, with Royal Copenhagen Porcelain Co., New York; Geo. E. Nicholson, New York representative Eagle Glass and Mfg. Co; Edmondson Warrin, of Warrin & Son, New York; Albert L. Wyman, with "Housefurnishing Review" Co, New York; Max Kaufman, Brooklyn; Sanford Ehrlich, with Thomas G. Jones, New York; Chas. L. Casey, president Guernsey Earthernware Co., Cambridge, O.; John S. Rowan, with Monitor Mfg. Co., Baltimore; Robert W. Corey, with Mitchell, Woodbury Co., Boston; Paul Victor Quick, with Rochester (N. Y.) Stamping Co.

We hear that M. K. Lindner, New York representative of the Dohrman Commercial Co., San Francisco, has sent in from the Coast for fifty application blanks. Looks like business.

The election of officers will be held in the Crockery Board of Trade rooms at 10:30 a. m. Friday.

AN ATTRACTIVE POTTERY DESIGN.

THE J. W. McCoy Pottery Co. have put a very attractive and novel design on the market called the "Woodland," applying it to jardinieres, pedestals,



umbrella stands, fern dishes, waste-paper holders, etc. The coloring is in two tones of green, and as will be seen by the illustration the perspective is well worked out.

"PLACE on my tombstone this epitaph: 'Here lies a man who knew how to keep around him men who were cleverer than himself.'"—*Carnegie.*

Among the Potteries
East and West

East Liverpool and vicinity.

It has been announced indirectly that the pottery and glass buying departments of the new F. W. Woolworth syndicate of five and ten cent stores has been completed, in a measure. Mr. Newbury, who has been buyer for the Kirby syndicate with headquarters at Wilkesbarre, Pa., is slated for general buyer of pottery and glass. Mr. Case, of the Woolworth offices, New York, is put down as the manager of the New York district, while Mr. Nichols, with the Knox offices at Buffalo, will be in charge of the Canadian district. Mr. Franz, who has been with the C. S. Woolworth offices at Scranton, is slated for inspector of the New York district, while Mr. Bardol, of the E. P. Charlton Co., Fall River, will be inspector for the Boston district. It is said that these appointments will soon be announced officially. These five buyers were in the East Liverpool and Pittsburgh districts during the past ten days, covering requirements up to Feb. 1, when it is said the new consolidation becomes effective. Orders placed were of course for the indivinual concerns.

* *

Calendar plaques are not selling nearly as well this year as last.

* *

That a managers' club should be formed in the pottery industry of this country is generally admitted by a number of managers and superintendents in this district. Claim is made that such an organization would be invaluable to the industry. As much benefit could be derived from frequent meetings as is gleaned from the semi-annual gatherings of the American Ceramic Society.

* *

Leo Himmelstern, of Himmelstern & Bros., San Francisco, was in the district recently.

* *

Twenty new treatments are now being shown by the Smith-Phillips China Co. on their "Princess" shape for the early 1912 season. These consist of borders, burnished gold and floral effects. Together with the more popular of former treatments, the "Princess" shape will be shown in a greater variety of decorations during 1912 than ever before.

* *

Harry D. Wintringer, president of the Steubenville Pottery Co., who was in Pittsburgh last week, has been spending this week in Chicago at the Palmer House, where, assisted by James McHugh, the Western salesman for this company, the new 1912 lines were shown.

* *

G. F. Hankins, of Lexington, N. C., who has been spending two weeks in the district gathering together new lines of pottery, glass and enameled ware, has left for his Southern home.

* *

January business has started to come in by mail, and those salesmen who have been on the road during the last few weeks have garnered some business. Stocks are being replenished in a rather pleasing manner, which would indicate that buyers and merchandise men look with favor upon 1912 business.

* *

George W. Clark, of the Homer Laughlin China Co., has departed on his Western tour, which will end at the Pacific Coast.

* *

The immediate business going out from local potteries is in the main for matchings, and the volume is reasonably large.

* *

F. S. Crowl, Chicago; W. L. Young, Danbury, Conn., and H. Benedikt, New York, all representing the Smith-Phillips China Co. in their respective districts, spent last week at the home office looking over the new 1912 lines and arranging their samples.

* *

S. C. Scott, Western salesman for the United States Pottery Co., has returned home after spending several days in this city and visiting the factory at Wellsville.

* *

C. G. Taylor, who has represented the Goodwin Pottery Co. in the Southern territory for a long term, has severed his connection with that company and become identified with the Thompson Pottery Co. as

their Southern representative. No successor has been named to Mr. Taylor by the Goodwin company.

* *

The incorporation of the Consolidated Manufacturing Co. of East Palestine with a nominal capital stock of $1,000 is generally believed to be the first step in the consolidation of all the potteries at that place under the active management of W. S. George, of the W. S. George Pottery Co.

* *

W. N. Houston, for a number of years connected with different potteries of this city, has become identified with the Saxon China Co., of Sebring, as salesman.

*

Trenton. Since North Clinton avenue has been partially obstructed by the falling away of part of the old stone bridge over the Belvidere division of the Pennsylvania Railroad, Commissioner Fell has come to a full realization of its vital value as an artery of travel to East Trenton, and especially to the pottery district. If a fire of any proportions occurred there the fire apparatus located west of the bridge would have to take the time-consuming long route to East Trenton, and this might result disastrously. Therefore a plan has been drawn for a bridge, with Seward avenue as the most advantageous point for the approach.

AT PITTSBURGH.

JOBBERS in this territory appear to be well pleased with business. The country trade has been buying rather liberally, while the local dealers have been sending in numerous re-orders.

At retail dinner ware appears to have the call. The sale of fancy goods is not exceptionally strong as yet, although there is a good demand for high class Japanese novelties. Heavy cut glass is moving rather freely, although light cuttings and blown ware are having a large sale.

The general offices of the Kinney & Levan Co. have been re-arranged, more room being required for the display of the open stocks on the imported dinner lines. Watson W. Lang and his son Frank during the coming year will divide their time on the road to a greater extent than during 1911.

Local jobbers are receiving almost daily notices of close-outs from the home offices. This is making some of the displays look rather "ragged," for the new lines have not all been received yet.

For the twenty-seventh consecutive year, A. Herr, local manager for Bawo & Dotter, spent Thanksgiving in Pittsburgh. He is proud of this record, which is said not to be equalled by any other china man in the business.

The local jobbing firm of T. G. Evans & Co. is going out of business and the stock is now being disposed of.

Applications for reservations for the January glass and pottery exhibit continue to be received at the different hotels The list up to date is as follows:

FT. PITT HOTEL.

Vodrey Pottery Co.—Thomas A. Copperstone.
Bryce Bros.—G. S. Bryce and H. S. Duval.
Buffalo Pottery—E. E. Wilgus.
Cambridge Glass Co.
Cook Pottery Co.—W. F. Ellison
Duncan & Miller Glass Co.—Walter B. Lindsay and Joseph Rent.
W. H. Dunn & Co., New York.
Economy Tumbler Co.—S. P. Kenny.
J. B. Higbee Glass Co.—R. G. West
Jones, McDuffee & Stratton—James P. Gordon.
D. C Jenkins Glass Co.—Howard C. Jenkins.
Indiana Glass Co.—Thomas H. Lohr.
P. F. Kuffer Co.—M. S. Benford.
E. M. Knowles China Co.—W. F. Witherell.
Mayer China Co.
McKee Glass Co.—W. L. Gaston.
New Martinsville Glass Co.—David Fisher.
H. Northwood Co.—C. J. de la Croix.
Quaker City Cut Glass Co.—F. J. Classen.
A. Radford Pottery Co.
Star Glass Co.—William J. Patterson.
Taylor, Smith & Taylor. Pot. Co. } C. E. Taylor
Enterprise Cut Glass Co. } C. E. Taylor
Rochester Cut Glass Co. } C. E. Taylor
Sterling Cut Glass Co.—J. H. Johonnot.
Phoenix Glass Co.—Harry B. Whitney.
J. W. McCoy Pottery Co.—F. Daley.
Jefferson Glass Co.—Thomas R. Crock.
Rochester Tumbler Co.
Radiumn Glass Co.
E. M. Uniack Mfg. Co.—J. M. Uniack.
United States Cut Glass Co.

SEVENTH AVENUE HOTEL.

Lancaster Glass Co.—L. P. Martin.
Eagle Glass and Manufacturing Co.—S. O. Paull
Dugan Glass Co.—Walter G. Minnemeyer.
Westmoreland Glass Co.—George R. West.
Keystone lines—F. C. Minnemeyer.
Co-Operative Flint Glass Co.
Trenle China Co.—H. K. Connors.

COLONIAL-ANNEX.

F. W. Owens (toys).
H. F. Hopper (pictures).
Geo. H. Bowman Co.—Chas. Ellis.

BRUSH AND McCOY COMBINE

THE J. W. McCoy Pottery Co. has become amalgamated with the Brush Potttery Co., the concern being called the Brush-McCoy Pottery Co., with headquarters at Zanesville, O. George S. Brush is the general manager, and under his leadership it is expected that the business of the new company will far exceed the combined output of the two factories while under separate ownership.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Report is current in this district that within a few days the stock subscriptions for the new Wheeling Tumbler Co. will be completed, the last $20,000 being in sight. The company anticipated being in operation before this, but various obstacles arose which hampered its organization. Blown tumblers will be featured by this company.

Soon after the first of the year the McKee Glass Co. at Jeannette will place the entire capacity of the factory in operation. Four furnaces have been worked during the past year; hereafter six will be under fire. An addition has been completed to the cutting shops, which are being worked to capacity. A new line of general ware possessing a chipped glass effect—the only pattern of the kind on the market—will be shown in January.

Salesmen for the Ripley Glass Co. who have been making brief Western trips have returned home, and report successful business. "We are operating our plant full time," said President D. C. Ripley," and are looking forward to a very successful year."

Report is current that a new lamp manufacturing company will start in business at Coraopolis before long. It is said that all plans for organization have been completed. This will be the third concern in the Pittsburgh district manufacturing lamps.

Harry Duncan, of the Duncan & Miller Glass Co., Washington, Pa., was here last Friday, and reports the plant working to capacity. New lines for 1912 are ready, and will be shown at the Ft. Pitt in January.

Louis Fritz, buyer of glass goods for Butler Bros., New York, visited the district last week on his first buying trip since succeeding F. L. Van Deeman. Mr. Fritz was formerly in charge of the lamp lines, but is now buying the glassware as well.

Directors of the Western Pottery and Glass Association will meet at the office of Secretary J. G. Kauffman, Fourth avenue, Saturday, for the purpose of making nominations for officers for the ensuing year. The annual banquet of fhe Association will be held Monday night, January 8 All votes must be in the hands of the election committee by noon of that day. Tellers will report results at the banquet. President W. W. Lang is working hard with others on the programme of speakers.

Other buyers here during the last few days were Mr. Wild, of Wild & Robin, Milwaukee, and Mr. Donahoe, of Des Moines, Iowa.

Capacity of the plant of the Deidrick Glass Co., at Rochester, Pa., is to be doubled in January, and thereafter the company will make a feature of decorating blown tumblers for the 5, 10, 25 and 50 cent trade.

F. C. Windhip, who was at the Colonial during the last few days showing the H. C. Fry Co.'s lines, will have charge of the firm's display here in January.

The Rochester Tumbler Co. will operate two furnaces and a continuous tank after January 1, increasing the capacity of this plant considerably.

Because of the increase in the cost of gas it is possible that the Sun Glass Co., of Wellsburg, W. Va., will remove from there to Hundred, W. Va. General Manager Frank says that the majority of the glass manufacturers in Wellsburg are complaining bitterly about the increased price of gas.

Demand for packers' goods this year is admitted to be the heaviest experienced in a decade. Manufacturers have no trouble in disposing of their entire output.

Wellsburg, W. Va.

The Universal Supply and Mfg. Co. are building a six-ring continuous furnace and expect to have it in operation the first week in January. They make high grade crystal glass in connection with their other lines, and have been obliged to make the addition of this furnace to meet the increasing demand for their wares.

HIGGINS & SEITER TO MOVE.

HIGGINS & SEITER, now on Twenty-first and Twenty-second streets, near Sixth avenue, have leased for a term of twenty-one years the store, basement, first and seond lofts at 19 and 21 West Thirty-sixth street, and the store and basement at 22 to 26 West Thirty-seventh street, abutting. The two stores will be counected and extensive alterations made, including the installation of a private elevator extending through three floors in the Thirty-sixth street building. Possession will be given March 1, 1912.

For twenty-five years Higgins & Seiter have been located at their present site, starting with a small store at 54 West Twenty-second street, and enlarging their space from time to time to meet the requirements of a business which has developed into one of the largest of its kind in the world.

Throughout this period this house has been widely known for its extensive lines of finest china, glass and kindred wares, which it proposes to carry in greater variety than ever before when settled in the new store.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Nov. 25 '11	Corresponding period 1910	Exports Jan. 1 to Nov. 25,'11	Corresponding period 1910
Boston	369	470	7048	6964
New York	799	517	7343	7890
Baltimore	505	668	10141	12615
Philadelphia	205	230	3973	5070
New Orleans	53	38	857	2039
Newport News	1	2	153	204
San Francisco	149	90	685	93
Portland (Me.)	23	2	579	1031
Galveston	28	33	921	1434
Portland (Or.)	7	....	80	25
Inland Points	42	232	1109	1762
Total	2181	2190	32889	39127

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Nov. 18,'11	Corresponding period 1910	Exports Jan 1 to Nov. 18,'11	Corresponding period 1910
New York	122	104	9195	8296
Boston	65	97	6944	6679
Philadelphia	82	122	3866	5305
Baltimore	....	247	9969	12658
San Francisco	....	....	784	244
New Orleans	3	....	940	2196
Portland (Me.)	....	2	400	1945
Galveston	19	....	921	1513
Newport News	....	....	53	971
Portland (Or.)	7	....	47	55
Inland Points	16	47	328	1237
Total	314	619	33447	41099

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

WANTED, LINES ON COMMISSION.

SELLING AGENT with established trade through the East and West, having large sample room in New York, desires lines on commission. Only manufacturers who have goods in metal or glass need answer. Address Box 776, this office.

HELP WANTED.

WANTED—A traveling salesman. A well-known Western importer with a very strong line and a well-established trade wants an experienced salesman to travel in the Middle West. Write care of No. 100, this office.

WANTED—Salesmen to carry side line cut glass next season. Address Box 778, this office.

WANTED—Responsible parties to represent us on commission with side lines of our latest and salable goods. Address, with references, experience, etc., THE O. F. EGGINTON Co., Manufacturers Cut Glass, Corning, N. Y.

SALESMEN on electric and gas fixtures for all sections of this country. Also man selling to department stores to carry line of gas and electric portables. Only good salesmen with best of references should apply. Address Box 777, this office.

WANTED—A young man with a knowledge of bookkeeping who has had experience in the crockery trade, by an importer of French china. State salary expected. Address Box 780, this office.

WANTED—Agents in all locations to sell art ware on commission. Address OAKWOOD ART POTTERY Co., Patterson Bros., Wellsville, Ohio.

WANTED—Salesman who commands trade with buyers of china and art departments can have salable side line on liberal commission basis. State experience and references. Address A. T. C., this office.

FOR SALE.

TWO-KILN pottery, conveniently arranged, well built, two floors, concrete block construction, large stove rooms, fully equipped with modern machinery, up to date in every respect, suitable for the manufacture of cooking ware or yellow ware. New moulds, blocks and bases for complete line of brown white-lined cooking ware. Buildings and machinery practically new Office furniture, etc. Four acres of ground with plant. Best of reasons for selling. Will sell on most reasonable terms to quick buyer. Address M. P. SIMPSON, Monaca, Pa.

SECOND-HAND trunks, tables, office furniture, in good condition, for sale. Address Box 779 this office.

FOR SALE—Five sample trunks, Crouch & Fitzgerald make. Good condition. Padded trays, for china or glass. F. W. JENKINS, 24 Murray Street, New York.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

CROCKERY & GLASS JOURNAL

NEW YORK, DEC. 21, 1911.

SALESMEN'S ANNUAL MEETING.

THE annual meeting of the Pottery, Glass and Brass Salesmen's Association was held on Friday, December 15, in the rooms of the Crockery Board of Trade, and a goodly number were present when the meeting was called to order at 10:45 a. m. After the minutes of the last annual meeting and that held Nov. 17 for the purpose of nominating members for election for office the coming year were read the work of counting the votes began. The tellers appointed were John Nixon, Harry P. Muirheid, Thomas G. Jones and Ernest H. Bennett.

A larger vote was cast this year than ever in the history of the Association—662 as against 450 last election. The result in detail was as follows:

R. E L. Wells, for president			596*
Wm. W. Magee, for vice-president			536*
E. J. Huott,	"		75
W. R. Nieper, territorial v p.,	San Francisco		300*
Jay H. Merrill,	"	"	154
Geo. A. Boomer,	"	"	133
Wm. L. Mirrielees,	"	Chicago	387*
C. L. Patterson,	"	"	135
E. H. Fox,	"	"	72
John J. Bock,	"	St. Louis	339*
Clarence M. Perkins,	"	"	168
Lewis H. Bown,	"	Buffalo	466*
A H. Sharpe,	"	"	54
Paul M Phillips,	"	Boston	395*
J. H. D. Rowan,	"	Baltimore	435*
Jos. F. O'Gorman, for secretary			567*
John A. Reddan,	"		50
George Hamilton, for treasurer			590*
W. S. Pitcairn, for director			505*
H. S. Mirrielees,	"		490*
Edward Butler	"		316*
L. D. Siexas,	"		188
A. H. Ledden,	"		134
E. R. Thieler,	"		127
Wm. Dealing,	"		88
John Beiswanger	"		2

* Elected.

The following reports were then read:

SECRETARY'S REPORT.

A leading insurance man in New York told one of your members recently, after learning the history of the organization, the mortuary benefit attached to membership, the cost of maintenance to members and its present financial strength, that it was one of the most remarkable associations he had ever heard of. I believe his exact declaration was: "It's a most wonderful organization."

The present year's record proves this undeniable fact with stronger emphasis, perhaps, than any of its nineteen predecessors. We have paid twelve death losses during 1911, aggregating $3,600—the largest number we have ever been called upon to pay in any year. Most of you will undoubtedly be surprised to learn of this because you haven't felt it, the two regular assessmsnts of $2 each only having been levied and the annual dues of $1; total cost to each member $5. With a membership of a thousand, which we will have a year from now with your energetic help, this organization will be a veritable Gibraltar, making no apologies to the well-known Newark institution which has appropriated that impregnable fortress as its symbol of strength.

We started the fiscal year with 807 members; we close it with 886. We have admitted 115 to membership; lost 15 by suspension on the January assessment, 7 on the July assessment, 2 by resignation, and 12 by death,—a net gain of 79.

The members whom death claimed were: Earnest L. Slocum, John D. Rapelye, Wm. A. Crocker, Jas. E. Johnson, John F. Reyels, John A. Myers, William Liebig, Adolphe Paroutaud, Nathaniel A. Dutton, Geo. A. Gebhardt, Benj. V. Henderson, Isaac W. Nichols, Jr.

Through carelessness Geo. A Woods deprived his beneficiary of $300, having failed to pay his dues for 1911 and the January assessment within the prescribed time. He died March 19 while under suspension and was therefore deprived of all benefits and privileges.

It was the first time in the history of the organization that a member had died while under suspension, and your Board of Management obtained legal advice in the matter. For the better information of the members on this vital subject I will read the opinion of counsel:

"Under Article VI of your by-laws the member suspended himself from benefits of your association by not paying his dues before March 1, and under Article VII, Section 1, he placed himself in the same position by his failure to pay an assessment within 60 days of its call. In this instance it appears Woods was in default of dues and of a called assessment for more than 60 days, thereby suspending himself. During the period of such suspension his death occurred. Woods having subscribed to the constitu-

tion and by-laws when he became a member, he was bound by them. (Ulmer v. Minster, 16 Misc. Rep. 42 N. Y. Supreme Court; Belton v. Hatch, 109 N. Y. 593 Court of Appeals). Thus being suspended, he could not share in its benefits. (McDonald v. Ross, 29 Hun. 87 Supreme Court; Bert v. Oneida Community, 137 N. Y. 346.) After his status became fixed (as it was here) it could not be altered except as provided by Article VII, Sec. 3, and Woods having died under suspension, without being reinstated, the Board of Management is without power to reinstate him, and therefore cannot be compelled to pay the death benefit. Would advise that you return to them the moneys left by them to pay dues."

After assuming office on January 1, President Wells announced to the Board of Management that he had decided to offer a handsome gold watch to the member bringing in the greatest number of new members during 1911, but with that native modesty for which he is famous requested that the identity of the donor be not disclosed.

A good natured rivalry has resulted, which has been the means of enlarging the membership, and the end is not yet—not until the 31st. Indications point to an exciting finish.

The contest, as the fiscal year closes, is as follows: Jos. F. O'Gorman 18, W. S. Creveling 18, John H. D. Rowan 13, C. H. Taylor 7, E. H. Bennett 7. John Nixon 5, R. E. L. Wells, H S. Mirrielees, Arthur A. Bean, J. D. Bergen, H. J. Gute, 3 each; Arthur V. Rose, W. R. Nieper, Edw. Gibson, J. D. Dithridge, Ira A. Jones, 2 each; Wm. C. Grimmel, Wm. Q. Wilcox, A H. Hays, George Hamilton, Herman Siegel, Ed. M. Beck, A H. Ledden, Chas. A. Cook, C. J. De la Croix, Oscar A. Weber, S. W. Bergstresser, E. M Uniack, Jr., Wm. H. Lum, Chas L. Kerr, Gerard S. Bryce, C. Nick Muessig, W. L. Mirrielees, W. H. Schreiber, Thos. G. Jones, C. T. McKenna, 1 each.

At a meeting held July 11 the secretary was empowered to purchase 1,000 badges for free distribution to the members and thereafter to each new member on election. They have recently been distributed, and the secretary has received many letters from members all over the country expressing their great pleasure on receiving same.

At a meeting held November 3, it was decided to hold a banquet, substituting a high class vaudeville entertainment for the usual speeches, and carrying the date forward into the middle of February, when the city will be filled with out-of-town members, who will undoubtedly welcome the opportunity to attend.

I had hoped that by this time a sick benefit would have been established, but it will be at an early date.

I will close by rendering an account of the moneys that have passed through my hands during the year, all of which are in the hands of your treasurer:

Assessments	$3,449 00
Dues	901.00
Initiation fees	1.05
Exchange	218.00
Total	$4,569.05

I thank you for your attention, and trust you all will enjoy a most happy Christmas, and that 1912 will bring you added prosperity.

TREASURER'S REPORT.

I am proud to be in a position to present to you the best financial report this Association has ever had the pleasure of receiving. While the Association has paid $3,600 in death claims during the year, we have still the magnificent balance of $9,722.88 in the bank —$481.01 more than we had this time last year. We have just heard the splendid report of our worthy secretary, and the number of new members enrolled during the year, coupled with the financial statement, gives us every right to congratulate ourselves on the prosperous and healthy state of our Association. But this, gentlemen, does not mean that we should in any way relax our efforts to obtain new members for the coming year. New and young members are the life blood of this Association. There are all the time young men growing up in the business who are eligible for membership, and it is our duty to do all we can to persuade them to become members of this splendid organization.

GENERAL AND BENEFIT FUNDS

To balance December 1910		$1,580.94
To cash received from Secretary.	4,569.05	
To interest on deposits	49.81	
		4,618.86
		$6,199.70
By Death Claims:		
E. L. Slocum	300.00	
J. D. Rapleye	300.00	
W. A. Crocker	300.00	
W. E. Johnston	300.00	
J. E. Reyels	300.00	
John A. Myers	300 00	
William Liebeg	298.00	
A. Paroutaud	300 00	
N. A. Dutton	300.00	
G. A. Gebhard	300 00	
Benj. Henderson	300.00	
Isaac W. Nichols, Jr	300.00	
		$3,598.00
Printing, postage, box rent, etc.		$248.23
Deficiency Dinner 1910		74 85
U. S. Guaranty and Fidelity Co. premium		12.50
Buttons for Association members		114 73
Secretary's salary		300.00
Balance in bank		1,851 39
		3,199.70

RESERVE FUND

Balance	$7,661 03
To interest on deposits	210 46
Balance brought down from General and Benefit Fnnd	185 39
Total cash in bank	$9 722.88

NEW ENAMEL WARE PLANT.

WORK on the enameling plant at Shadyside, O., by the Ohio Valley Enamel Co. is progressing rapidly. The building, when completed, will be 200 x 300 feet, and the large amount of ground secured by the company will give ample room for expansion. It is believed the plant will be completed some time in February, when a force of over 100 men will be employed.



Royal Worcester Vase.



R. E. L. Wells, President.



W. S. Pitcairn,
Director.



L. H. Bown,
Territorial Vice-President, Buffalo.



W. W. Magee, Vice-President.



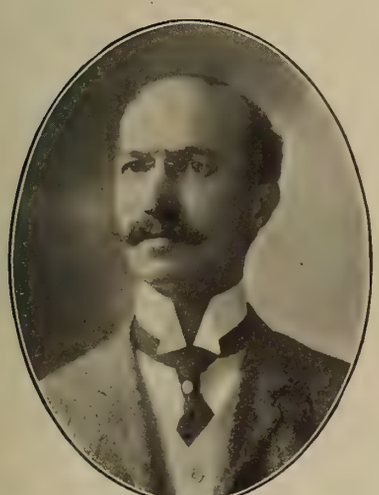
H S Mirrielees,
Director.



P. M. Phillips,
Territorial Vice-President, Boston.



J. F. O'Gorman, Secretary.



Ed. Butler,
Director.



J J. Bock,
Territorial Vice-President, St. Louis



Geo. Hamilton, Treasurer.

OFFICERS OF THE SALESMEN'S ASSOCIATION.

THE CONDITION OF BUSINESS.

New York. The season for buying is practically over, and naturally the wholesalers are doing little or nothing. There have of course been some small orders, and the mails have brought inquiries for quick deliveries and matchings. Preparations for stock-taking are going on, and new goods are beginning to arrive, so that everybody has occupation, if not in selling. Advance orders for spring delivery, and even for fall, have been given for some time, but there seems to be a disposition to wait until the books are balanced before real buying begins. Although every well-regulated establishment knows pretty well how it stands, there is always a chance for miscalculation, and the tendency to delay until the balance is struck is a little stronger this year than usual.

Many of the factories, both glass and pottery, will close down on Saturday night for repairs and stock-taking. It is not supposed that they will remain closed long, except in isolated instances, as there is a desire to get to work as soon as possible in anticipation of a good spring trade.

Business has improved considerably all over the country within the last month or six weeks. There is not a boom, by any means, but the stagnation of early fall has given place to more activity. It is devoutly to be hoped that in the coming season buyers will discard the hand-to-mouth policy of the past year and place as big orders as they consistently can.

Encouraging reports have been received since last week as to retail trade. The amount of goods moved is most gratifying, and in many places stocks have been reduced to a point that renders replenishment absolutely necessary. We hear a little complaint from some of the Western jobbers that they have more goods on hand than they ought. They need not worry. By and by they will feel that they have too little. If the retailers in their neighborhood were not bent on reducing their stocks to nothing the jobbers would not have carried over anything.

In New York City, where the complaint about dull trade has been worse than in any other section of the country, the retailers are doing excellently and are disposing of many an old "storekeeper" that they have had little hope of clearing out except by auction.

Everything points to a good year in 1912.

Pittsburgh and Vicinity. As naturally expected at this time of the year, there has been a gradual falling off in new business. It is generally admitted, however, that things are looking bright for 1912. Some good business has already been booked for January delivery.

East Liverpool and Vicinity. Summing up the business of the pottery manufacturers for the past year, it is predicted that the total volume of sales will create new high records. The demand for the American article is constantly increasing, and the outlook for the new year is very promising.

AT ST. LOUIS.

"WHILE the crowds are large and the establishments thronged, business is only fair," remarked a prominent department store merchant. Another's announcement was: "Business is good with us". Still another said: "Don't talk about it."

* *

Cut glass purchasing lacks the snap one would naturally think it ought to have on the eve of Christmas. Whether this is the after effect of too many special cut price sales which were conducted during November we will leave for the dealers to decide. Again, the fact is not to be overlooked that the public is getting wise to the stunts which are likely to be pulled off during January clearance sales, when a $15 cut glass punch bowl will be as acceptable for $2.98 as it was just before Christmas shopping began. The question, "Does it pay to conduct these extraodinary sales?" looms up prominently.

* *

The local jobbing trade seems to have experienced a fairly busy month, and while it could have been better in volume of business transacted it could also have been worse.

* *

Arrangements are now being made by manufacturers' representatives to display new 1912 lines, some sample shipments being already in the several showrooms.

* *

The Dugan Glass Co., Indiana, Pa., will in the future be represented here by the National Importing Co., who are quartered in the Granite Building under the management of Robert Thal.

SEBRINGS TO START A TOWN IN FLORIDA.

THE Sebring Land Co., composed of the Sebring Bros., of Sebring, Pa., is preparing to establish a new town, to be known as Sebring, Florida, in De Soto county, that State, where the company holds 7,000 acres of land. The new town will be the southern terminus of a branch of the Atlantic Coast Line running south from Haines city.

Haviland & Co Limoges
Haviland France

Note our new address □ □ □ □ □

After February 1st, 1912 □ □ □ □ □ our wholesale department will occupy the 10th, 11th and 12th floors of our new building □ □ □ □ □ □ □ □ □ □ □ □ □

Our retail department will occupy the ground floor and basement □ □ □ □ □

Haviland & Co.

Eleven East
Thirty-Sixth Street
New York

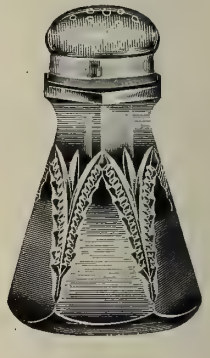
Haviland France
Haviland & Co Limoges

Co-Operative Flint Glass Co.

Beaver Falls, Pa.,

MANUFACTURERS OF

Tableware, Fish Globes, Aquariums, etc., Cake and Cheese Covers, Candy Jars, Candy Trays, Candlesticks, Seed Cups and Bird Baths, Paper Weights, Hyacinth Glass, etc.

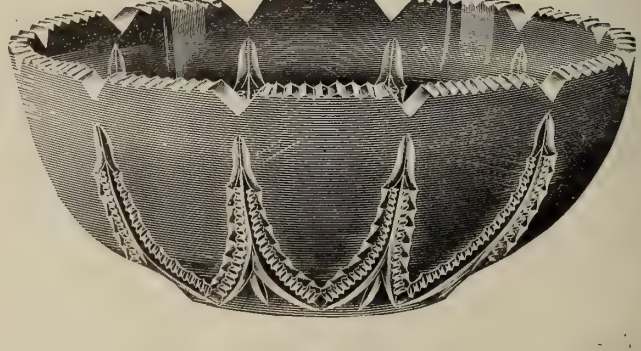


We will have samples on exhibition at Room 453, Seventh Avenue Hotel, Pittsburgh, Pa., during January, in charge of Wm. A. Reaper.

New York Office, Messrs. Demorest & Company, 46 Murray Street.
Baltimore Office. Messrs. Green & Thomas, 33 S. Charles Street.
Philadelphia Office, Mr. Geo. R. Reinhart, 619 Arch Street.
Boston Office, Mr. J. F. Hinckley, 19 Pearl Street.







This will be "IT" for 1912.



No. 718 Pattern.

WE have still another just as good. Both lines can be seen at Rooms 541 and 542 Fort Pitt Hotel, Pittsburgh, during January. Or, a card will bring cuts or samples.

New Martinsville Glass Mfg. Co.,

NEW MARTINSVILLE, W. VA., U. S. A.



New Aster Cutting.

We are making a complete line in this new and beautiful design in cutting.



McKEE GLASS CO.,

Jeannette, Pa.











Entertaining the Buyers.

THE buyer who comes to New York in the late summer is frequently misrepresented, says the "Sun." He has been described as a seeker of free dinners, luncheons, theatre tickets and excursions, spending next to no money himself. The entertainer has been depicted as the man of the pocketbook.

In the billiard room of a New York club sat smoking the other night one of the men that entertain. He looked over at a stout little man who had something of the Southwest about him and was playing with an unmistakable New Yorker. The Southwesterner had an air of calm contentment and gratification.

"Let me tell you," said the man that entertains, in an undertone, "that chap is one of the best customers of the house. I have given him the chance to-night to meet a man he has long wanted to know. He is being beaten by him now.

"He appreciates getting into this club, too, during his stay here. Later we'll have, the three of us, the most modest of little suppers here. The whole expense will be practically nothing. I dined with Brown to night at the hotel he's stopping at at his invitation.

"Spend money on him beyond ordinary small amounts? He'd never stand for it. Do you think a man like that's a fool? He'd see through it at once and make up his mind that somehow we'd charge him extra for the goods he was buying to even up. It would mean he'd take his trade elsewhere, and quite rightly.

"No; an entertainer, as we are called, doesn't splash around and scatter money. That only works with men of a certain type, generally cheap, John fellows whose trade isn't worth much as a rule. What a man in my position does is prove helpful; do nice, pleasant things that will add to the stranger's enjoyment here.

"The business men and the business women from other cities that come into New York to get their winter stock aren't pikers, remember. If they are not proprietors of prosperous stores themselves they're high salaried employees. They can afford to pay for their own entertainment, and they want to do it.

"What does mean a great deal to them is to have someone take a real interest in them, show them things, arrange for their seeing the newest things in New York life—what the biggest city in this country offers. It changes every year to these people, and they appreciate geting posted.

"Well, one of the things I did to-day was to send a box of flowers to the wife of one of our Louisville customers up at the Waldorf. She's a pretty woman and I know what flowers she likes. Think I could buy those people by blowing them off? Not a bit of it

"Her husband and I lunched together downtown to-day and each of us paid his own check. We wanted an hour's chin together. To-morrow night I dine with them at their hotel, and in the evening they're going to take me to the theatre. I may be unduly rambunctious, but I don't believe you could get that man's account away from us with a cold chisel.

"Friendships are held by being a friend, not a good thing. Chick's in town now, just on from Minneapolis. His two girls are with him. They think everything of this yearly trip, and I always manage to squeeze in two or three hours with them. This afternoon I borrowed a good little touring car from a friend and took them around. They wanted to go over the new Public Library, to buy ices and to have me help them pick out books, novels mainly. Chick will get a bill of close to $300 from that book store.

"Don't you see now how the buyer and the entertainer are both misrepresented? We are animated money bags, according to the stories, and the men who come to New York to buy just sponge. I'm mighty glad to say that isn't the case. It couldn't be in these days of big scientific business."

Among the guests at one of the smaller fashionable hotels of New York last week was a woman of a little over thirty. She dressed exceedingly well and to every appearance was an ordinary tourist of means. A Chicago man whose business takes him frequently through the West and who knows an infinite number of people pointed her out to a friend. They were sitting at the table in the big restaurant that is the hotel's pride and is a few feet off Broadway.

"That is Miss Jones," he said, "Miss Bertha Jones. She buys for four departments of one of the stores in St. Louis. Some say her salary is ten thousand a year, others twelve. I am pointing her out to you because she is a typical American woman buyer, up at the top of the heap. We're getting more and more women of this high character and ability in the retail trade.

"I've had several quiet laughs over the way this woman's been treated. Even a little fraction of her trade's a big item. She buys both in Paris and New York, you see. I don't know how many hundred thousand dollars' worth a year, but a good many. So any number of firms are on her trail. Some of the efforts of salesmen and heads of firms to ingratiate themselves with her have been, to use a slang phrase, coarse work.

"Think of trying to give a woman of that sort presents or getting up dinners or trips to the beach for her! I won't say there are not women buyers, and men too, that you can't approach that way, for I know them. Some people are born to take all they can get on the side But they are not the biggest people as a rule.

"A friend of mine in New York, Tommy Hammond, has sold that girl more proportionately than any other man. Why? Oh, just through Tommy's common sense. He doesn't do things that look to her like petty bribery. Tommy found out in conversation with her one day that she liked Locke, the English novelist. So of about every new book Locke gets out he corrals a copy and sends it on.

"Tommy has a married sister who has a summer home at Oyster Bay. Quite casually two years ago Tommy happened to have that sister in town one afternoon, and Miss Jones met her. She goes down to Oyster Bay now whenever she's in New York over Sunday. That's salesmanship. It's influencing trade, for certain; but there's some class in doing things that way. Tommy appeals to her so much as a good friend that when his goods are all right and his prices all right, and he generally fixes that, she buys from him every time."

"There are undoubtedly a lot of little buyers who come to New York with locks on their pocketbooks and take anything that's lying around loose," said another of these skilled entertainers, a man who does nothing else but entertain, "but those are the people we steer clear of as much as possible. They are business leeches. By the time they've done their buying and started for home you've spent on them every dollar of profit you've made on their trade. Now, my end of our business means that I shall use up a good deal of money every year, but it doesn't mean that I shall throw it away lavishly and foolishly.

"These are the things I do that I find count. They are what the real New York entertainer does, not the fellow of fiction and exaggerated gossip around town. They are what build up and hold the friendship of big buyers.

"Last Saturday, for example, I gave up the whole day to taking a friend of mine from Atlanta down the Jersey coast as far as Ocean Grove. No, we didn't joy ride; we didn't spend the interest on the national debt. Carl, my friend, hadn't seen it before, and he wanted to. Some of the time he paid, some of the time I did. The point is that he thought a lot about my giving up the time to act as guide.

"One of our customers always wants a lot of suggestions as to new things to buy for his home, and he's as pleased as Punch this trip because I've put him in touch with a real expert on those matters. He would never in the world have run across this man under ordinary circumstances, and he, his wife and her sister, who are along with him, are the most grateful folks you ever saw."

An old established business house has introduced an innovation in the lady entertainer, who in business hours is her employer's secretary. When the country buyer comes to town with his vigilant wife in tow the secretary takes her in hand, escorts her through the stores, rides with her on the sightseeing wagon, hunts up odd places to dine or takes her to the notable hotels and is her companion at the theatre each evening. Meantime her husband is having a perfectly good time with the boys, and she doesn't realize that the entertainment is largely to leave him free to enjoy himself in his own fashion. It makes a large increase in the entertainment bills, but the head of the firm declares that it more than pays for itself in orders from the relieved husband.

THE PRIMAL CURSE.

REMEMBER, my son, you have to work. Whether you handle a pick or pen, a wheelbarrow or a set of books, dig ditches or edit a paper, ring an auction bell or write funny things, you must work. If you look around you will see the men who are the most able to live the rest of their days without work are the men who work the hardest.

Don't be afraid of killing yourself with overwork It is beyond your power to do that on the sunny side of thirty. They die sometimes, but it is because they quit work at six p.m. and don't get home till two a m. It is the interval that kills, my son. The work gives you an appetite for your meals; it lends solidity to your slumbers: it gives you a grateful appreciation of a holiday. There are young men who do not work, but the world is not proud of them. It does not know their names, even; it simply speaks of them as "old So-and-So's boys." Nobody likes them; the great, busy world doesn't know that they are there. So find out what you want to do and do and take off your coat and make a dust in the world.



Emerald Deldare Chocolate Set

By the Buffalo Pottery

The Machine that Revolutionized Bottle-Making.

ONE of the most wonderful pieces of machinery in the world is the Owens bottle making machine. Some idea of the amount of labor it saves may be gained from a statement of facts concerning it. Each machine costs about $7,Loo to build and has a capacity of 23 bottles per minute The labor cost of blowing bottles by the old method is $1.40 per gross; the cost by the Owens machine method is four cents per gross, and each bottle is absolutely perfect and of exact weight and capacity—an impossible result by any other known method.

The advantage of the machine-made bottle over the blown bottle lies in this uniformity of size and weight. Every bottle turned out by the machine is like every other bottle which it turns out. For this reason the trade is showing a decided preference for the machine-made bottle, and it is freely predicted that within a few years the old method will be entirely abandoned. This is indicated by the wonderful success of the Owens Bottle Machine Co. Five years ago its common stock sold in the Toledo market at 45. The last sale recorded was 395, and there is no stock on the market to-day at that price.

Michael Owens, the mechanical genius who invented the machine, learned his trade in the old Hobbs, Brockunier & Co. plant, now the Northwood, where he began work as a carrying in boy at twelve years of age, and continued until he became one of the best glassblowers in the country. Some years ago he accepted a managerial position with the Libbey Glass Co. of Toledo, Ohio, and he had charge of that company's exhibit at the World's Fair in Chicago. He was given every facility for the development of his ideas in Toledo, and invented several other very valuable appliances before perfecting his bottle blowing machine. It required years of persistent energy to perfect this wonderful device. While others scoffed and criticised and condemned, he planned and worked, and finally demonstrated to Mr. Libbey and other capitalists that he had a machine which would revolutionize the glass bottle industry and induced them to form the Owens Bottle Machine Co of Toledo, where they have two glass factories and one of the largest and best equipped machine shops in the United States. His work has taken him several times to England, Germany and other countries of the Old World, where he installed his machines and opened model factories, but returned each time a better American for his experience abroad.

The Owens Bottle Machine Co. first built an experimental plant at Toledo, then a larger plant there to take care of business offered them. Finding the demand for their bottles far beyond their capacity in Toledo, they looked the country over and finally selected Fairmont, W. Va., because of its distinct advantages in gas, coal and shipping facilities over any other place in the United States.

The Fairmont plant was built and equipped at a a cost of $700,000. Its product is catsup and brandy bottles. It had three furnaces, with two machines to each furnace, giving it an equipment of six machines. The first bottles were turned out November 26, 1910, under the personal direction of Mr. Owens, who is the company's general manager, and it has been in continuous operation ever since.

The company's success has been so pronounced that the capacity of the plant has been doubled. Three more furnaces and a total equipment of twelve blowing machines give an output of 276 bottles per minute. That means 16,560 bottles, or 1,380 dozen, or 115 gross every hour—16,500 gross per week. The aggregate cost of the plant has been $1,200,000.

The method of bottle making in the Fairmont factory is really wonderful. The material is hauled by electric power in cars especially built for the purpose up a tramway about 100 feet high, and is then dumped into bins. The materials are automatically turned into the mixer, and the "batch" is

electrically manipulated in such a manner that it is constantly mixing while it is traveling to the furnace. It is dumped into the continuous tanks and when it reaches the blowing machine it is purified glass. Other machines carry the bottles automatically to and through the annealing furnaces.

DEMAND FOR GLASS BEADS EXCEEDS SUPPLY.

WRITING from Coburg, Germany, Consul General Frank Dillingham recently sent to Washington quite an interesting article relative to glass beads, the information being given that lately quite a demand has sprung up for beads for decorating women's wear. A significant feature of the Dillingham contribution is the statement that the demand for certain kinds of beads in Europe exceeds the supply, and in connection therewith he volunteers the suggestion that "here is an opportunity for American exporters to meet the needs of European houses." In view of the fact that no beads are manufactured in the United States the American consul's suggestion will not greatly disturb bead manufacturers in the Old World. Mr. Dillingham says:

"The sudden demand for glass beads which has recently sprung up, and the increased demand on the different manufacturers for them, came unexpectedly even to the bead industry itself, because these colored glass and metal beads, as a material for artistic effects, had been almost completely forgotten for a number of years, and the rich, fantastical color schemes which it is possible to carry out with beads were greatly undervalued.

"This change is chiefly due to the search for sparkling color effects for decorating modern costumes for women, the designers again resorting to colored beads. Interior decorators, makers of textiles, and manufacturers of gas and electric light fixtures, have also recognized the value of colored glass beads for decorative purposes The glass bead manufacturers have observed this and sought to meet the various requirements, but have had no time to increase the market through their own models and ideas, because current orders must first be filled.

"In the opinion of dealers in glass and metal beads, the varieties of round, long and flat beads, as well as the fine varieties of shades in colors that are offered, will be sufficient; but the so-called figure beads—for instance, those that are made to represent separate parts of plants in miniature—are practically not obtainable. Consequently, designs or mosaics can be made only after laborious and difficult fine work, which should not be necessary. Here is an opportunity for American exporters to meet the needs of European houses.

"A great many of the technical branches have these beads made to order, after their own design, and some pretty novelties for decorating the hair are being made from them, such as diadem bands, nets for the hair, turban hoods, etc. The beads used for these articles are strung on strong silk thread or thin wires and are made in the colors that are fashionable for the toilet. It is uncertain whether the last novelty from Paris, 'flowers made of glass beads,' intended for decorating hats, will find a ready market in Germany, although the models on sale are beautiful in color and graceful in form. It is said that one great advantage these have over other artificial flowers is that the colors do not fade in the sun, and they are, therefore, especially suitable for summer hats.

"These beads are in great demand this season for decorating women's costumes, which opens a large field to manufacturers in this line. The metal industry is also becoming interested in glass beads as a decorative material. The color of the metal is offset by that of the beads, and the effect produced is excellent and should lead to large sales. The present demand for bead bags is enormous, not only in Europe, but also other countries. I hear from a reliable source that the demand from England especially for this article is so great that it is impossible for manufacturers to fill the orders."

WRITE TO THE PAPERS.

"THERE is a characteristic of the Englishman that I certainly admire," said a retailer a short time ago, "and that is if anything strikes him as of sufficient moment, whether he is moved to commendation on condemnation, he is apt to write to one of the papers about it. Some reader interested in the same matter will take the subject up and correspondence will grow until it becomes a movement, perhaps; and certainly much has been accomplished by just such movement.

"Now, I maintain that the same principle can be followed in our own business, the people most interested being those, of course, who are engaged in our own particular line, and the medium that would be most obvious being the trade press.

"I know this is now being done to some extent, but not in as great a degree as it should, and many valuable opportunities are lost in consequence.

"I say opportunities lost, because the very act of writing a letter for publication upon some subject clears the thought of the writer upon that subject more than any other possible method that can be followed. As he writes he thinks, and so by the time he has finished his communication the thought that perhaps puzzled him in the first place does so no longer, or his convictions in a certain matter, whatever it may be that he is writing upon, are either confirmed or are shattered. In either case he will find that he has a surer grasp of the subject, add if it is a business subject he is all the more valuable to his business as a result of this."

Jefferson Glass Company

MANUFACTURERS OF

Chippendale Krys-Tol Tableware

are also engaged in the making of Artistic Illuminating Glassware. Hundreds of shapes and designs, but particular attention is given to

LUCEO

Reflectors and Shades for efficient store lighting.

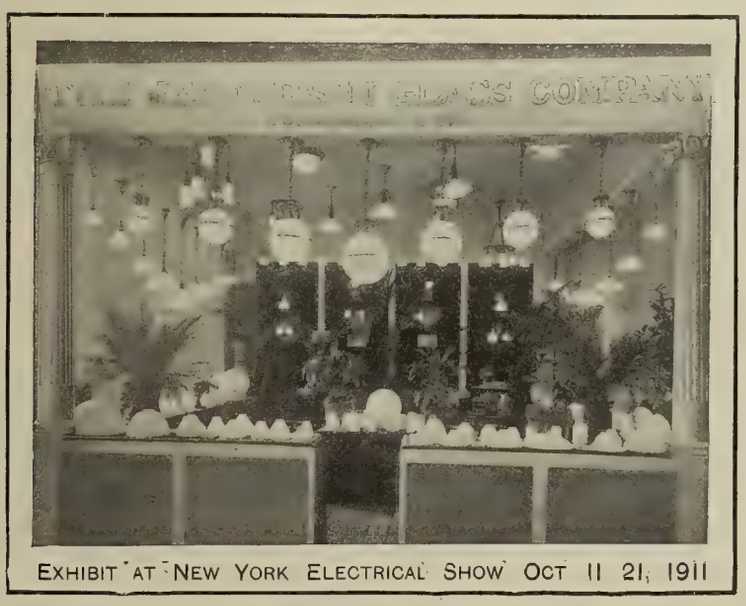
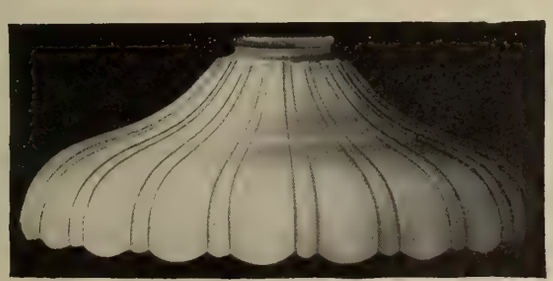


EXHIBIT AT NEW YORK ELECTRICAL SHOW OCT 11 21, 1911

Write for booklet giving full information concerning Luceo. Your store well lighted means more profit.



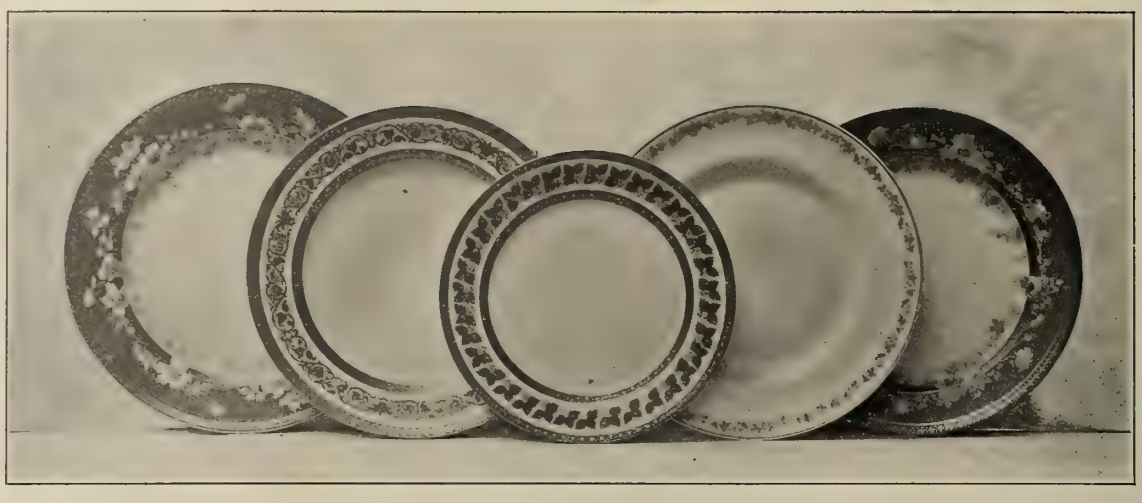
4038 Luceo for 100 Watt Lamp.



4028 Luceo for 150 Watt Lamp.

REFLECTORS AND BALL GLOBES IN ALL SIZES.

Offices and sample rooms in all principal cities. Write to us for complete information.



La Porcelaine Limousine

FORMERLY

P L
LIMOGES
FRANCE

M. Redon

M. REDON · LIMOGES

LIMOGES CHINA

Alfred G. Moment, Agent, 25 West Broadway,

New York.

GILLINDER

Philadelphia

Makers of Glass for Fifty Years



No. 20—SOAP AND COVER.
12 dozen in barrel.
Length, 5 inches. Width 3⅞ inches.



No. 19—SOAP SLAB.
30 dozen in barrel.
Length, 4¾ inches. Width, 3⅝ inches.



No. 26—SOAP.
24 dozen in barrel.
Length, 4¾ inches. Width, 3¾ inches.



HANGING FISH GLOBE.

PRIVATE MOULD WORK



CAKE COVER.

ALL KINDS OF

Illuminating Glassware

CATALOGUES ON APPLICATION

GILLINDER & SONS, Inc.,

Office, 135 Oxford St., Philadelphia.

Philadelphia, 839 Market Street.
New York, 42 West Broadway.
Boston, 67 Chauncy Street.
Chicago, Heyworth Bldg.

IF it bears our name or INITIALS that is all you need to know about a LAMP, a BURNER, or a KEROSENE OIL HEATER.

P & A

DENOTES

The American Standard.

THE

Plume & Atwood Mfg. Co.

WATERBURY, CONN.

New York. Chicago. San Francisco.

A Plea for China Painting.

CHINA painting threatens to be a lost art in this country after a reign of perhaps 200 years, says a writer in the London "Pottery Gazette." We pay a tribute to the worth of it in specious imitations, by means of connecting and filling in chromo lithographs with blotches and splashes of color intended to persuade the ingenuous purchaser that he is obtaining the genuine article, but which, to anyone who has the least artistic feeling, must be in the nature of an insult to his intelligence. We apparently want to have the thing, but we do not want to pay for it. As we are going on in a few years china painting will have disappeared, and let it be clearly understood that if a revulsion of feeling or of fashion takes place, the public will ask in vain for skilled work; it cannot be supplied.

The technical difficulties of china painting are great, far greater than those of oil or water color painting on canvas or paper. In these the colors are supplied mixed and prepared for use, and what is perhaps more important, of the tint required for the finished production. In the case of porcelain colors, not only is the exact consistence of the colors of great importance, but the artist has to calculate the exact effect of the colors when they have passed through the kiln, which is a very different thing from their appearance previous to the "firing." It is extremely difficult, and is, indeed, seldom attempted to finish a painting of any complexity without two or three firings. Also it will be readily understood that firing is anything but an exact science, and the artist is more or less at the mercy of the kiln man, and of the elements. In spite of these difficulties and hazards, a fine piece of china painting is a delightful and enduring work of art, and it is a thousand pities that so delicate and enchanting a process should be allowed to sink into desuetude.

The earlier china painters' methods were—probably unconsciously—based on oriental principles, yet with an original and distinctive development. Theirs was not the slavish imitation of nature; referring more particularly to floral decorations, they developed a kind of conventional method of depicting various flowers and foliage, and the student, or apprentice as he was called, was trained in the method of depicting them in the recognized manner. Thus he would devote weeks to the perfecting of the manner of painting the rose, which required much dexterity and patience. The particular pigment in which these flowers were painted was of a peculiar viscid and gummy nature, and required much careful preparation with tar as a medium. The color was painted a fair thickness, and then the camel-hair brush was washed and the petals indicated by the process of taking out the superfluous color as required. Among the favorite flowers to which special attention was devoted were the pansy, tulip, anemone, poppy and convolvulus. Any one who has examined carefully good specimens of old Crown Derby, Worcester, Coalport or Staffordshire, must have been struck with the extreme distinction and grace of some of these flower groups. It may be said without fear of contradiction that there is not a china painter in the country today who can imitate successfully the best examples of these men's work. It is true their abilities had a somewhat narrow range, but within those limits they were supreme. Their work, modest and painstaking, had nevertheless a character and a stamp of what might be called, paradoxically, a collective individuality. It was the evolution of a style. It was distinctive, and remains today in our cabinets and museums a reproach to us in our decadence.

There is a curious unity of style not only in the floral but in the figure subjects, as may be noticed in comparing the Dresden and old Sevres with the early Staffordshire and Crown Derby, and it will be observed that the subjects were usually enclosed in panels, or in the case of plates, in small sprays or groups. It was not until the middle of last century that a broadened idea of the possibilities of china painting began to prevail. The development spread rapidly, and in the period from 1860 to 1880 reached its highest level. Among the many foreign artists who were attracted by the advantageous conditions prevailing in Staffordshire may be mentioned Hurten, Mussill, Boullemier, Jahn, Henk, while among the native born were Allen, Coleman, Pilsbury, Mitchell and many others.

The tendency towards what may be termed a more direct imitation of nature prevailed; the old cramped conventional style was abandoned; larger and more ambitious works were carried out. Huge vases, covered with floral or figure decoration painted in natural colors pictorially, appeared, for which high prices were obtained. Mural decorations on tiles in the same styles with life-sized figures were also executed extensively.

In fact, it may be said that this period, which was the time of the greatest prosperity in the potting trade, was the pottery artists' elysium. Of course, there were not wanting critics of this ultra-natural style, and South Ken-

sington was invoked to show that it was all wrong—painting, when admissible at all, should be quite flat and not suggestive of the space and roundness of nature, that a kind of picture on a piece of ware was æsthetically wrong—but as this criticism was of a decidedly negative quality and little or nothing was forthcoming as an alternative, their criticisms were little heeded.

A lengthened period of depression in trade following the glorious time caused a considerable setback to this development. Possibly overproduction also had something to do with it. Anyhow, the melancholy fact remains that china painting as an art gradually but surely pursued a downward course, till at the present day it is safe to say that there is less genuine artistic painting in Staffordshire than has been the case for at least a century.

To point out the reasons for this unfortunate state of things is at best a thankless task. Foremost, perhaps, we may point out the absolute lack of interest displayed by those in the higher walks of life in high-class pottery generally. What interest there is seems to be devoted to the acquirement of antique ware, which, though interesting from an historical point of view, is of little value, with some exceptions, from an artistic one. A more serious point is the approximation of cheap and gaudy imitations to what are called "hand-painted" goods, and till the public are better educated in the purity of art we cannot hope for improvement. It is also a fact that the strenuous conditions of trade and the competition in the production of cheap and everyday articles, leave the manufacturer little time or inclination to use his capital in speculative artistic goods, and the unfortunate part about it is that if any high-minded potter in the near future decides to adventure into the realms of art, he will have extreme difficulty in finding the necessary qualified artists to carry out his laudable endeavors.

The number of apprentices being trained in pottery painting in the Pottery district alone thirty-five years ago would amount to at least 200 at a moderate estimate; and it was not an apprenticeship of the loose and accommodating nature that prevails at the present day in other branches of the industry. At the leading manufactories the indentures were duly signed and stamped, and contained conditions compelling the attendance of the apprentices at the local school of art, and other stringent conditions relative to the hours of labor, while the wages for the first few years were totally inadequate to maintain the young aspirant in the simplest way. By the time the term of servitude was accomplished, the unfortunate artist, unless exceptionally gifted, found that employment had become exceedingly precarious. Manufacturers being only human, the supply of apprentices unlimited, and orders diminishing, they naturally gave the preference to the older apprentices, of whose remuneration they took a considerable percentage. It would be interesting to trace the subsequent career of a large number of these misguided individuals whose hopes were doomed to be shattered so rudely. Some, no doubt, managed to secure positions as decorative managers of a sort, others had to accept situations where the class of work was such that their previous training was of no avail—indeed, a positive stumbling block; and others, probably the majority, drifted into other occupations, after having absolutely wasted eight or ten years of their lives at the most valuable period.

So commercialism claims its victims. Whether a revival of the art will come about in the near future is a difficult question to answer, but one thing is certain, that pottery painting of a high class is not a mechanical thing that can be produced at a day's notice, and when the cry goes forth for the artist, it will be in vain—he is going fast and will soon disappear, and his place will know him no more.

FORGING A SPOON.

A TEASPOON blank requires a rectangular strip, $\frac{7}{16}$ by 4½ inches, and weighs at the start a little more than an ounce. The forger's first move is to strike the blank on its side edges with the big hammer, roughly marking the division of the bowl and handle. Then with a few additional blows the stem is narrowed, and at the same time thickened. The division for bowl and spoon is, as the cook said, a matter of "jedgment," but it is not far from two-fifths allowed for bowl and three-fifths for handle.

The blows next fall on the broader surface, and are delivered with the peen end of the big hammer, struck horizontally along the surface. This lengthens and spreads the stock, and it becomes ridgy and shovellike in appearance.

The metal soon resents such severe treatment, and as often as it hardens must be taken to the blow pipe. Another course, with the peen hammer striking lengthwise blows along the tip and bowl, further lengthens the spoon, spreading the tip, and greatly broadening the bowl. Not unlikely still another course will be required before it is properly thicknessed and spread to receive the pattern outline.

In each course described the forger must have continually in mind the necessary grading for thickness. A good hammerer provides a liberal toe to the spoon (the toe being the point furthest removed from the tip), so that the wear of many years which comes hardest at this point will not cut into the bowl outline. If a tip at the back is to be struck up, enough stock for it must be left at this point. A tip calls for a corresponding die, for except it is needed for a single spoon only, the filing on of a tip is too lengthy and costly. The stem must be left thick and rigid, and the bowl even and strong, so that there will be no tendency for it to buckle and break after it is shaped, a fault that we find often enough in the old coin spoons, and one that patchwork can never make good.

The temptation of the trade, which as we said before sells by weight, is to recommend the extremely heavy grades and need not hold with the forged spoon, for forging leaves the metal harder than does the die struck method. One may better give attention to balance, choosing a weight that seems in keeping with the more refined quality of the dinner service, which latter, when it is sold by weight, as we find in its boarding house form, certainly gives us the creeps.



Bronze Aviation Trophy.

At Ferdinand Bing & Co.'s Successors.

The Psychology of Salesmanship.

PSYCHOLOGY, the science of the mind, as pertaining to salesmanship and business success, is to be the most important subject to which we should address ourselves. Psychology is recognized as a science. It is an essential, an intrical element in the art of Salesmanship. "If the proper study of mankind is man," doubly proper and profitable is the study of man's mind when confronted with a doubtful proposition or when balancing the respective advantages of the business systems we represent.

Salesmen must be selected wisely and well, for it is they who make up the army of workers. Great businesses stand or fall, according to the strength or weakness of the individuals composing this organization. I want to make a few suggestions, which I trust may in a small degree at least, be of assistance in the selection of these helpers, and the method they should pursue to educate the merchants and the people to the particular quality of that which they sell.

To be a success, one must want it like a hungry man wants food; as a suffocating man wants air. Salesmen must inject personality into every deal. They must use their thinking powers. Many salesmen do not know what Salesmanship is, because they do not realize that to build an argument so it will be forceful and convincing they should build in sequence, and first of all lay the cornerstone correctly. They don't get down to decisions. There are too many negative phrases used, "I can't" or "I'll try" are found too often in their speech. Don't be negative. Make up your mind you can do things, and do them. Say "I *can*" and "I *will*." Work, hard, diligent work and horse-sense, when directed by intelligence, are the factors that make men successes. Intelligence in my opinion should be directed along the following lines, which I have divided into ten heads:

First: *Personal appearance.*—"Clothes oft proclaim the man." Have a pleasant smile and an affable word for every one. One should be dressed neatly but not gaudily. Dodge between the extremes in dress. Always clean linen, modest ties in good taste. A becoming hat, polished shoes and clothing without soiled spots.

Second: *Diplomacy.*—Diplomacy is a fine art. Governments enlist in the diplomatic service the best intellects at their command. Diplomacy is the art of meeting people and creating a good impression, and handling your subject with skill, drawing from your prospect his impressions without allowing him to commit himself adversely. Always try and bring out the pertinent points to your prospect by quoting facts and experiences without putting yourself in a position where you have to retreat, and by clever manipulation lead the prospect by degrees to the closing point.

Third: *Confidence.*—It is essential that we have confidence in their own ability. To have confidence one must have a thorough knowledge of his subject. If they have not confidence they cannot impart the logic to their hearers. They must also have absolute confidence and belief in their proposition. Without this they cannot carry conviction, and conviction is absolutely necessary to win the other man. One must get the confidence of his prospect before he can make any progress. Confidence is one of the foundation stones of success.

Fourth: *Caution.*—Caution is an ingredient taught by nearly all of the great secret organizations as one of the first principles on which to build "the brotherhood of man." We should be cautious in our approach, cautious not to offend, cautious to use language that is free of slander toward our competitors, for you know it is said "every knock is a boost," and language that will be expressive and free from any hint that the prospect does not know his own mind. We should give close attention to what our prospects have to say and answer his arguments in a straightforward, logical manner.

There are five essentials necessary in getting prospects into the right frame of mind, namely, attention, interest, confidence, desire and decision.

Fifth: *Honesty and Integrity.*—These are the bulwark of every successful business, and no business can be lasting unless built on these principles. The "Good Book" says that "A house built upon the sands cannot stand." The washing of the waves of adversity are sure to undermine a business built on anything but a rock, and the Rock of Gibraltar in business is unquestionably Honesty and Integrity. The old Spencerian copy book of our school days had for a copy, "Honesty is the best policy," and laying aside all question of morals, honesty is positively the best policy. A friend of mine, perhaps the largest operator of suburban real estate in the United States, as he is operating in something like sixty-five cities, has become enormously wealthy. I recently met him at one of our New York hotels and I said to him: "Arthur, to what do you attribute your great success," and he replied: "Absolute honesty." Too many overpaint the picture, making anticipation greater than realization and disappoint a customer, with a result of lack of confidence and no sales.

I recently met the manager of a competitive stamp company in a western city. We had never met before. We had not talked long before he said to me, "I understand you are one of those fellows who preach that the way to conduct a stamp business is along legitimate lines, and talk of honesty, squareness and integrity," and I replied that he had been correctly informed, that I would not engage in any enterprise that could not be

conducted along those lines, and I believed that no business was more susceptible to high ideals than the premium idea. Believing it was an ideal advertising medium producing greater results than any other form of advertising, by distributing its benefits to a larger number than any other system, giving to thousands of American homes many comforts and luxuries that they otherwise could not have. He said "Oh! it's all bosh, I believe in getting all the graft we can. Fool the merchants and fool the people." You know Lincoln once said, "You can fool all the people some of the time, and some of the people all the time, but you can't fool all the people all the time."

Impress upon your contractors the stability of the house you represent, the necessity of always telling the truth, and not making promises that they know are impossible. A contract obtained squarely will stand and is worth a dozen that have been taken by misrepresentation. Misrepresentation is the thief of trade, and success is nothing more than the application of honesty and horse-sense.

Sixth: *Energy.*—This is a necessary quality to get desirable results. The manager or contractor that thinks that one contract a day is all that is necessary, is not made of the right kind of stuff. He should honestly give to the company the best effort of which he is capable, whether it means one contract a day or ten contracts a day. If he has the other ingredients that make successful men and lacks snap and energy the others will avail him nothing, as this quality is the fuel that makes the steam that gives the power. What good would be the most perfect machine ever built without power and energy. Remember, "The persons who never do more than they are paid for, never are paid for more than they do."

Seventh: *Enthusiasm.*—Enthusiasm is the halo with which we envelop our propositions, and by the proper inflection of this word or with the emphasizing of another, the serious look at a critical point, the smile at another or an appropriate gesture, we kindle the fire to set in motion the machinery and carry conviction when backed by stability, energy, caution and confidence.

Eighth: *Patience.*—Never be overanxious. Keep yourself constantly relaxed. Never allow yourself to get into a nervous tension, but by patience lead your prospect along a well-planned road, step by step. It is not possible to land every prospect you have, but by observing these well-tried rules of successful men, you will succeed where hundreds of others fail.

Sometimes you meet your prospect at an inopportune time or under adverse circumstances. If so, be patient and try, try again.

Ninth: *Fairness.*—Every merchant has ideas as to the best methods to pursue with his own business. Be fair with him, listen to him and acknowledge the weight of his arguments. In this way you take away a large portion of his force, for only by opposition can he or we get the full benefit of our power. He must be moulded, and by a circuitous route brought to view the subject through the new glasses we have prepared for him.

Two men stood on the beach of Old Ocean on a beautiful, clear morning. "A" said: "What do you see?" "B" replied: "Sky and sea only." "A" placed a powerful telescope in "B's" hands and said: "Now look," and he was surprised to see sails and steamers in nearly every direction. They were there before, but "B" could not see them without the assistance of the glass. The merchant is very probably honest in the conclusion he has reached, but we must find a way for him to see it from our own individual point of view.

Tenth: *Loyalty.*—Loyalty is the keystone to the arch of success. As every arch of necessity must have a keystone. The premium system arch of success is no exception, and must be completed by the keystone of loyalty. A salesman must be loyal to his company, his president and his associates—loyal to each other. "A house divided against itself cannot stand." "A chain is no stronger than its weakest link."

Therefore the salesman has grave responsibilities to assume. He must see that he is giving strength, stability and aid to the whole arch, and if he does his part well, he can always know that on the top rounds there is still room, and that his company is equipped with an extension ladder, which is susceptible of greater altitudes of success than it has yet reached.—*W. P. Worden, of the Sperry & Hutchinson Co., in "Novelty News."*

MR. WHANKINSON GETS HIS.

THE other day we received a letter ornamented by the impression of a large rubber stamp, says the editor of "Advertising and Selling." This impression was somewhat twisted and blurred, but we were able to gather from it that Mr. Whankinson dictated the letter, but didn't sign it in person because he went home, or out to get shaved, or to see a man, or something of that kind. We got so interested in trying to translate this unusual addendum that we nearly forgot to read the letter.

If Mr. Whankinson ever has occasion to write to us again, we will feel obliged if he kindly reads his letter over, makes sure that his stenographer didn't write him down an ass, and signs his name in person. If he can't do this, let him delegate the writing of the letter to Miss Keys, permitting her to sign it with her own fair hand. Then we will at least feel that we have heard from a human being, and not from an inky, smelly hunk of rubber. If Mr. Whankinson can do neither of these reasonably courteous things, let him refrain from writing to us at all—unless perchance he is sending a remittance, which is different.

Most business correspondence is crude, abrupt, jerky, ill constructed, indefinite as to important details and far from polite. It should be none of these things.

Business letters are written for the purpose of getting business or maintaining and strengthening business relations. In other words, they constitute a form of salesmanship.

Salesmanship implies the taking of time and pains, the utmost good breeding, careful attention to all details, earnestness and sincerity, tact and diplomacy, and the exercise of one's utmost powers of persuasiveness. All these elements enter into the composition of the right kind of a letter—of which, unhappily, there are few.

Write better letters—more human, kindly, interesting, carefully constructed letters. When you feel that you can't take the time, please wire.



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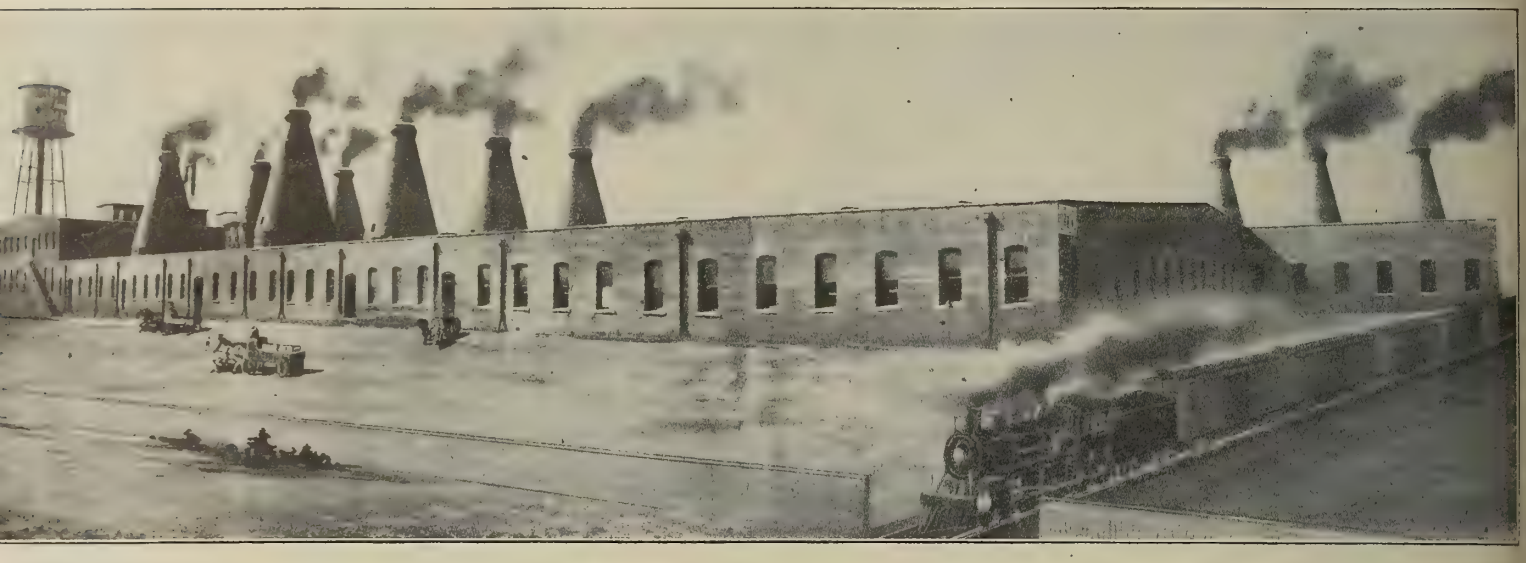
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to the trade, with sincere wishes for continued prosperity.



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HARDEST GLAZE IN THE WORLD.

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ALL COLORS UNDER THE GLAZE.

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Old Glass and Its Imitations.

COLLECTORS of antique glass meet with the same discouragement as do collectors of old pottery and porcelain, writes Edwin Atlee Barber in the "Sun," as almost every well-known variety of glass has been counterfeited in recent years. Indeed, the glass collector has even a more difficult road to travel than has the ceramist, since glass as a rule possesses no mark by which it may be identified and much of it possesses no distinctive characteristics by which it may be assigned to a particular period or attributed to a special factory If, therefore, it is sometimes difficult to recognize the origin of genuine examples, how much more difficult is it to detect the reproductions.

Among the most highly valued glass is that of the Middle Ages known as Saracenic glass. Examples are now rare and exceedingly valuable, in consequence of which the wily merchant of the nearer Orient has turned his talents to reproducing Saracenic and Persian glass with decorations in enamel colors. We have recently met with several examples of this character in the stocks of dealers which are being held at enormous prices, notwithstanding the fact that they are so new and fresh in appearance that they tell their own story. We recently noticed in one of our most prominent public art museums a Saracenic glass lamp attributed to the thirteenth century which evidently was produced in the twentieth. The collector who was fortunate enough to see the remarkable collection of Saracenic and Persian glass at the exhibition of Mohammedan art at Munich in the summer of 1911 is not likely to be deceived by these poor imitations.

There is, however, another variety of glass which has become exceedingly popular with collectors during the last few years. Until ten years or so ago few collectors possessed good specimens of Phœnician or Syrian glass which exhibited a marked iridescence. The earliest examples of this sort brought to this country possessed but a dull, pearly patination. As the number of collectors of this glass increased the quality of the soap bubble colorings began to improve.

As more collectors were attracted by the beauty of the prismatic hues the supply of pieces suddenly grew to enormous proportions and the glass took on all the brilliant colors of the rainbow. New discoveries in out-of-the-way sections of the East were announced at regular intervals and specimens of any desired colors could be produced at short notice to fill any order. There were bottles and bowls, vases and other objects solidly covered with violet, golden, blue, green, purple or flaming red sheen. Or if a purchaser desired a greater variety of coloring he could procure pieces of variegated hues, emerald green blending into indigo or gold shading into ruby. Some pieces combined every tint of the rainbow.

As the older collectors became surfeited with this riot of colors they began to ask themselves "whence this apparently inexhaustible supply of prismatic glass?" and "what is the explanation of the great beauty and variety of the colorings of these latest discoveries?" While we are not yet prepared to furnish the explanation, we believe it will be found by studying the results of the application of acids to certain kinds of glass.

IMITATIONS OF OLD AMERICAN GLASSWARE.

The flint glass produced by Baron Henry William Stiegel at Manheim, Lancaster county, Pa, from about 1762 to 1774 is much in demand by collectors and until recently escaped the attention of the forgers. Among the most characteristic forms of Stiegel glassware are small, footed, goblet shaped salt cups in white or dark blue, and fluted cologne bottles with glass stoppers made of purple or blue glass.

So great has been the demand for these objects by Pennsylvania collectors that they have been copied to some extent within the last two or three years by glassmakers. The modern forgeries are correct in color and form and possess the same bell-like ring when struck (this latter property, however, is not confined to Stiegel glass, as is popularly supposed, but is characteristic of all flint glass of similar quality), but the imitations may be recognized by their symmetrical and perfect outlines and their bright fresh appearance and lack of signs of usage or wear.

The old pieces, being fashioned entirely by the aid of hand tools, are crooked and charmingly irregular in shape. The old bottles are warped and uneven in in form and are finished with one or two rolls of glass carelessly wound around the shoulder or neck. In the imitations these rings are more carefully fashioned and attached, conveying the impression that the bottle has been pressed in a mould. The genuine old stoppers are crudely made, while the new ones are comparatively symmetrical and perfect. The modern pieces show no trace of long usage on their under parts, while the older ones are more or less worn. Moreover, the latter always show the punty scar on

the base, while the reproductions do not, but are often ground around the orifice to permit the stoppers to fit more closely.

Stiegel glass was shipped from Pennyslvania to Boston in considerable quantities, and examples are often met with in the antique shops of that city and neighboriug towns.

Much old glass which is of considerably later date is sold by Pennsylvania dealers for Stiegel glass. Indeed, it has been customary to attribute all ancient glassware found in eastern Pennsylvania to the Manheim factory. It should be remembered that Stiegel never produced cut glass Pieces with cut designs or polished facets, such as wine glasses with cut stems or decanters with cut stoppers, were made elsewhere, either in this country or in England.

Neither was pressed glass ever produced at the Stiegel works. Dealers are prone to represent all old dark blue glass, both cutand pressed, as Stiegel glass. Such pieces are of much later date Opalescent, or milky white glass, so far as we know, was never made at Manheim, Pa. A limited number of patterns of enamelled glass, however, were produced there, such as the dove, the church, the festoon and the cow designs in tumblers. The most characteristic variety of this painted glass and the one most frequently met with is the dove pattern, which consists of floral traceries in bright colors, in which the figure of a dove in white enamel is conspicuous. This particular decoration seems to have been used only by Stiegel and is not found among the examples of old German and English enamelled glass designs which abound in many parts of the country.

Collectors of old glass should be on their guard against modern reproductions of the little pressed glass cup plates bearing relief designs of steamboats, monuments, log cabins and portrait busts. These objects were produced abundantly at various places in this country, particularly at Sandwich, Mass., and Pittsburgh, Pa., between 1830 and 1850. Genuine old examples are now scarce, but the market is flooded with spurious imitations, and these are often difficult to recognize. It may be said that the first class cup plates were thick, clumsy and heavy, but as the processes of pressing glass were gradually improved these little cup plates became thinner and more perfect in form.

The older examples may be distinguished from the modern by their evidences of wear, such as the scratchings of the base rims, and the chipping of the tiny scallops around the edges. We can only call attention to the fact that the old designs are still being copied, leaving the collector to exercise his own judgment in the selection of pieces. Experience and observation alone will enable him to discriminate between the genuine and the false. Perhaps the safest rule to follow is to procure these objects from persons who can trace them back to their original sources.

Pressed glass rosette curtain knobs in imitation of those produced at Sandwich, Mass., about 1840 and later, are now being made in such large numbers that they have recently appeared in many of the principal "antique shops" and in auction sales in New York and Philadelphia. They are found in clear transparent glass and in white opalescent glass, and in color and design closely resemble the old ones.

These reproductions, however, are not dangerous, as they possess several features by which they may be recognized. The backs of the larger ones are well finished and present the appearance of sweating. The backs of the smaller are depressed to correspond with the relief design. The silvered or nickel-plated lead rods or shanks which run into them are fresh and bright, and should deceive no one but the novice. Yet many of these are being sold to unsuspicious lovers of ancient things who do not take the trouble to examine them critically.

The old examples are heavier and cruder in finish and are more or less nicked around the scalloped edges, while the metal rods are tarnished and possess the marks of age. The spurious examples which we have seen are three and four inches in diameter and possess six petals and scalloped edges. One lot recently sold by public auction was fitted with the usual metal rods or screws, which had been treated with acid or oxidized in spots to imitate the appearance of rust. As genuine pieces can often be picked up at moderate prices, usually about $1.50 a pair, there would seem to be no good reason for purchasers being victimized by the sellers of these cheap substitutes.

Glass flasks with relief designs of a historical character, such as busts of eminent persons, Washington, Franklin, Lafayette, Gen. Zachary Taylor, Gen. Jackson, Kossuth and Jennie Lind, representations of the first railroads, log cabin designs, souvenirs of the Presidential campaign of 1840, were made in such large numbers from about 1845 to 1870 that they are still so plentiful that it would not pay the counterfeiters to reproduce them. Consequently the collector of these American bottles may pursue his hobby in reasonable safety.

At Venice or Murano the different varieties of glass made by the ancient Romans and Greeks have been reproduced. Among these reproductions are examples of early Christian glass with inlaid gold medallions from the catacombs of Rome of the fourth and fifth centuries. This gilt glass, however, was forged more or less cleverly in the seventeenth and eighteenth centuries. The design is in gold leaf, the lines of the features and draperies being outlined by scratching through the metal with a sharp point. The design was then covered with another sheet of glass. A similar method is employed by the modern copyists.

MRS. GRAMMERCY—What do we need for dinner?

BRIDGET—Shure, mum, Oi tripped over the rug an' we need a new set of dishes.



Schierholz Vase

At Herman C. Krupper's.

A Protest Against "Arts and Crafts."

BY "A BOSTON BARBARIAN."

IS there any reason why a whittled stick painted green and labelled "Arts and Crafts" should cost twice as much as a whittled stick painted yellow without a label? asks a correspondent of the "Boston Transcript." I ask because this question vexes me acutely, and I seek the light.

Personally, I am a lover of the arts; I admire good furniture (nor need I withdraw that assertion when I say that I do not admire mission oak), and I rejoice at any effort to make useful household articles also beautiful. But when I am obliged to pay four times as much for an arts and crafts coal hod, merely because some craftsman wrought emotion into it with a cold chisel, I fail to see how the movement is to popularize taste in furniture. None but those whose taste has already progressed beyond temperamental dustpans and atmospheric carpet sweepers can afford to buy, and precious few of these. Still these rafia baskets are lovely, as are these bowls of hammered copper and brass, these embroidered pieces and figured leather and candlesticks of bent iron. But the basket of commerce, not so ornate, holds twice as much, wears twice as long, and costs less than a third the æsthetic price; and I know at least three grimy shops over in the West End where I can buy these choice brass and copper vessels for one-fifth the price, with a pretty safe assurance that they are antiques as well. I resent this juggling of values.

Not long ago, in a mood of recklessness, and partly, too, to encourage the handicrafts, I up and bought a vase. What I paid for it is my own affair, but from the price I infer that it must have been a va-aze. Be assured, sir, at any rate, that I paid much. Outside it was a wicker basket and inside it was a common or garden flower pot. Given the materials (which cost about 15 cents) and average human intelligence of the Stone Age, I could have reproduced it in fifteen minutes. The craftsman's time is precious. "Who is the Potter, then?"

Recently the arts and crafts movement has invaded rural communities, and though I do not say, sir, that the decay of the black walnut period is to be lamented, I do rise to emit an ehue! or two at the adulteration of old-time simplicity. Many a village now offers "new art" under a swinging sign of stained wood and iron curlycues bearing the legend "Gift Shop." The gift, I take it, is what you give for the article. For the only serious investment I ever made at such a place came near to costing me not only considerable real money but a cherished friend of my youth. It took me a week to explain and to prove that the "cravat hook" was not a curling iron, and he is fearfully sensitive over his baldness.

Purses, photograph frames, fancy editions of classic wheezes in undressed leather and uncut edges (the same edges remaining uncut to the end), smeary water colors which disguise familiar scenes, plaster plaques and clay busts, may be articles choice of their kind; but fill a self-respecting room with them and it can't look you in the face. We may have been schooled to call this art, but alone, face to face with the green leather table cover, the bronze plaster inkstand, who has not been the prey to soul-destroying doubt?

All this I could forgive; for, after all, whether we rise to the bait of copper watch-fobs and iron cuff links is our own choice. But when arts and crafts invade the dining room it is time to call the head waiter. In several Massachusetts port towns—in fact, in nearly all of them—will be found an institution (I refuse to call it hostelry) called Tea Room. Either this sign (same business of stained wood and iron pigtails) means little tea and much room, or it refers to the abundance of space left after the tea has been swallowed. The repast is served on irreproachable china in surroundings generally felt to have "atmosphere." It has besides tea, slices of bread and butter the thickness of wall paper and the area of a special delivery stamp. There is a leaf of lettuce, an atom of cake and a molecule of egg. Under no solicitation will I reveal the price of this meal. I blushed when it was asked; I blushed when I paid it; I blush at this minute when I recall it.

Sir, I dote on art and all that kind of thing, but I don't want art with my meals. And when a pre-Raphaelite damozel or a rectangular follower of William Morris brings me a birdseed sandwich for luncheon I feel justified in remarking that I could stand a little less æsthetics and a little more food.

Artful and crafty these establishments unquestionably are. Dishtowels for tablecloths, pocket handkerchiefs (one's own) for napkins, and impressionistie prices are no doubt very comfortable to the artistic crrftsman. But by the sacred rites of ancient hospitality, by the awful and august Square Meal, is this food for a healthy man? The Gift Shop I am content merely to expose, and I will cheerfully allow myself to be done in such a place, because it is my own fault for going in. But the Tea Room I denounce—in the name of art in, the name of refreshment, in the name of finance. I denounce it by bell, book and candle, and I hereby declare the infamy of handicrafts in the kitchen.

YANKEE BUSINESS MEN SLOW.

AT the convention of the American Manufacturers' Export Association held in this city some time ago, E. A Keith, who had just finished a 38,000-mile trip covering the large cities of Europe, Asia and the northern part of Africa, told the delegates that a rich foreign harvest awaits the American manufacturer who is willing to hustle. Everywhere he saw German and English salesmen; American salesmen he seldom met.

"Apparently American business abroad is conducted through agencies rather than by traveling salesmen," said Mr. Keith. "In this we differ widely from the Germans, for I found their salesmen wherever I went. Splendidly trained, speaking four or five languages, they go into every city or country, and that they get results is evident from the fact that they repeat their trips year after year.

"Englishmen and English capital have gone to every country where there is a chance for capital and good management to reap results. The English, unlike other nationalities, go into these countries to stay. Other men go with the idea strongly implanted in their minds that by large returns for a few years they will be enabled to return wealthy to their own countries. Consequently they are not satisfied with a small dividend on their money.

"Egypt, India, Ceylon and Burma are of course largely dominated by the English merchant. But even in Java, in Siam and in China and the Philippines as well you find Englishmen and English capital strongly in evidence. I was surprised to find the extent to which English capital had gone into the Philippines.

"The sad thing to me in the whole trip was to see the rather poorly furnished American consulates and know of the exceedingly small salaries which our Government sees fit to pay its representatives.

"The first really Oriental country I visited was Turkey. When we think what the merchants of the cities of Turkey have suffered for centuries and what they have accomplished the future does seem hopeful if only the Government can be made secure. In this future the American can hold a large place if he is willing to go in and get it. The Turk is suspicious of European nations. He knows that the United States is not to be feared politically, and consequently looks with favor on the American manufactured article.

"Ceylon, India and Burma are supposed to be the exclusive property of the English merchant, but the German and the American salesman can sell them many things. One of the strong factors in our favor in India is the dislike on the part of the average native to anything English and his liking for anything American. To him America stands as a wonderful representation of what he would have India be. In the large cities of India any enterprising exporter can find a good market for his products.

"China with its 400,000,000 inhabitants offers a tremendous field for the American manufacturer. In the large cities the market is already established and is ever increasing. The future of American business in the Philippines is bright if at least normal conditions persist. Credit conditions are good. The men who went to the Philippines to get rich quick by any method have gradually been weeded out, and as far as I could judge the credit standards of the cities compared very favorably with those at home.

"In all the countries visited it seems to me that the greatest trade growth is to come from those bordering on the Pacific Ocean. We are in the best position to go after this business, and it is there for the asking."

THE MANAGER'S GREAT GIFT.

"STEVEY, my boy," said Uncle Hiram to his hopeful young nephew, "I hope it will turn out that you are a good judge of men, for by virtue of that quality a man is able in effect to multiply his own power. It is a common thing to hear people say that the more pay a man gets the less work he does; and as to the doing of actual labor this may be true; somebody else saws the wood while he sits by the fire.

"As a matter of fact, there are plenty of men high up who still work hard, and all of them certainly worked hard when they were younger, and if they are doing less actual labor now it is because they are good judges of men—able to pick out for the business under their direction just the right men to do the work and carry it forward successfully

"Really it is in the exercise of this gift that we find the greatest value in a manager; it is just this that makes him worth his high pay. We want him to sit around and take things easy and give himself time to think and keep his head clear. We don't want him to get out and chop down trees; we want him to be able to select men who can do that work to the greatest advantage and with the greatest economy.

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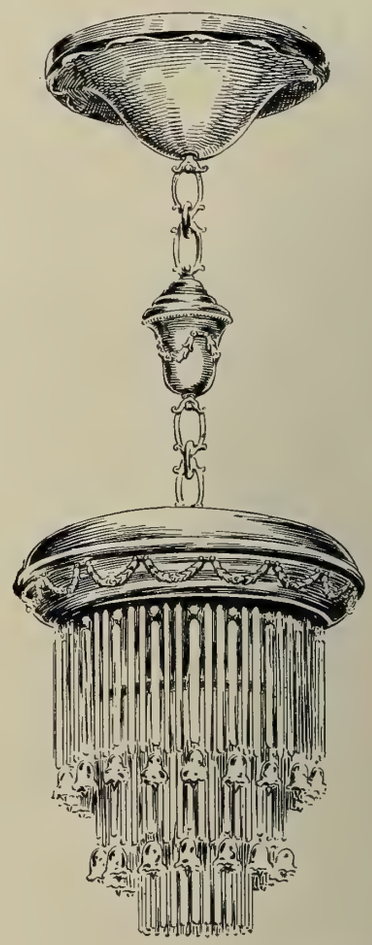
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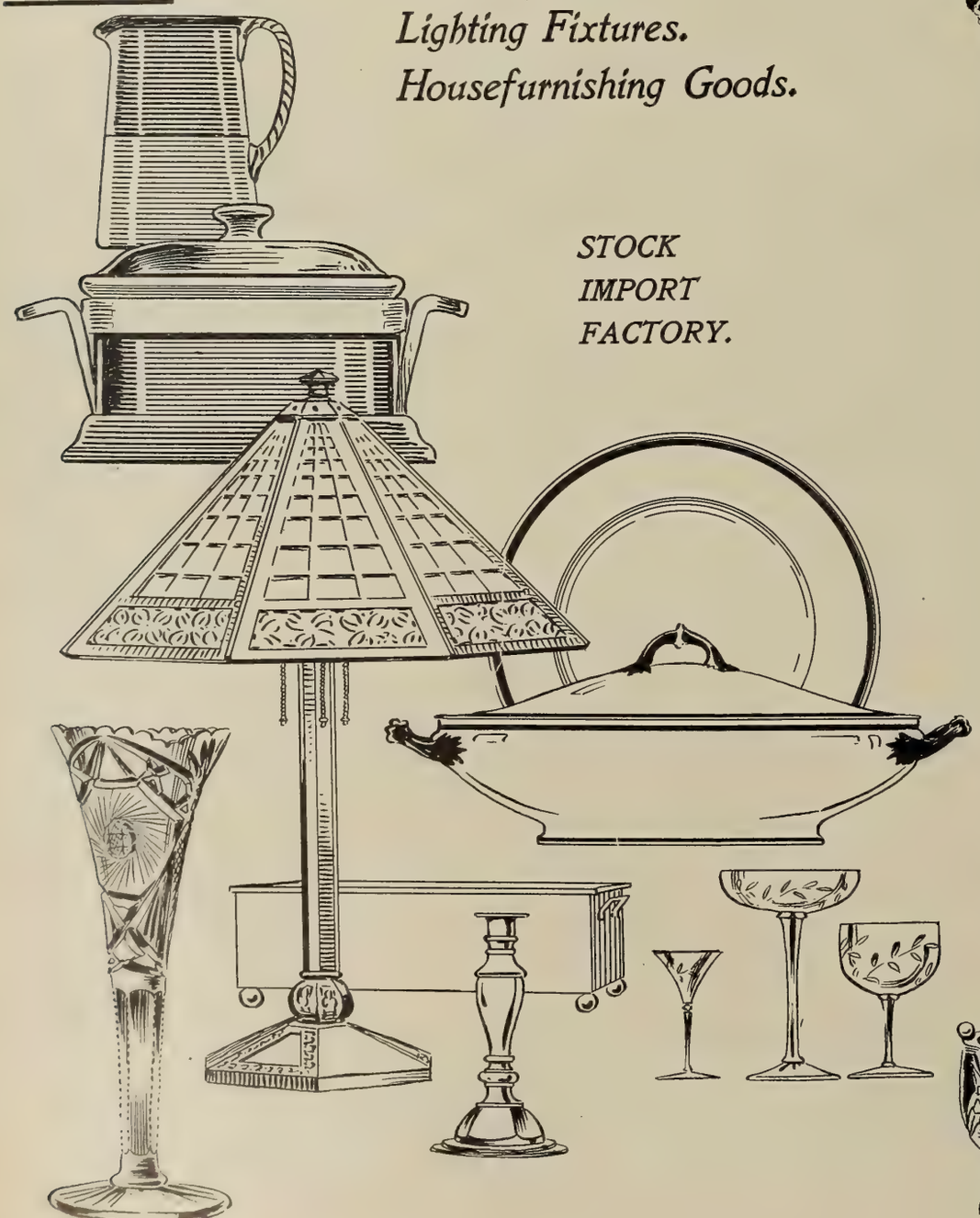
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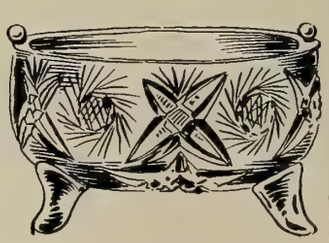


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The Lure of the Antique.

AN excellent little book on "The Lure of the Antique," written by Walter A. Dyer, and published by the Century Company, will go far toward stimulating the interest of the moderately initiated lover of old things, and at the same time will provide him with many an item of information as safeguards against error and fraud.

The author writes in an admirable spirit, with moderation, knowledge and—what is most essential of all—good taste.

"Antiques should never be bought simply because they are antiques, without regard to intrinsic beauty," he says. "If you look long enough and pay enough, you can secure beautiful things. Permit nothing ugly in your home, no matter how old it is.

"Use discretion in the selection of styles. Let the pieces harmonize with each other, with the decorations of the rooms, with the whole house. Don't crowd in together a lot of Italian and Spanish and Chinese and Dutch and Turkish antiques. Don't make an old curiosity shop out of your home."

The collecting of old blue Staffordshire has a charm quite apart from that of collecting old furniture, and the pursuit, on the whole, is freer from the pitfalls laid by the faker. The body of the ware is not very fine, the blue of its decoration is rich and full, but not otherwise remarkable. The prints transferred to the surface are only in a few instances—such as the Syntax or the Wilkie designs—to be credited with the slightest artistic merit, yet the "old blue" arouses the deepest enthusiasm in its admirers, and no other old china is so widely collected in this country.

Probably its historical interest chiefly accounts for its popularity, most of the designs printed on it being drawn from historic buildings and famous American views, but also it is popular because much of it can be obtained for prices which a moderate purse can command. Some of the Clews patterns may be bought for $10 or less, and cups and saucers by Woods are to be had for from $5 to $15 a pair. Here, as elsewhere, of course, certain pieces have a scarcity value, and Mr. Dyer gives $250 as the record price given for an Ohio State platter, in Mayer series of plates and platters, bearing the arms of the various States in a border of trumpet flowers. Even this, however, is a small sum in comparison with the $1,200 and over brought by a pair of Chelsea bowls less than four inches high, in a recent auction sale at Christie's.

The wise advice given to the collector starting out in the field of old china is to restrict himself at the outset to some particular line, perhaps to the views of a single State or city, or to the wares of a single maker. To the question, "How widely is Staffordshire china counterfeited?" Mr. Dyer receives different answers, ranging from "Scarcely at all" to "The shops are full of fakes," and has come to the safe conclusion that the truth lies midway between those extremes.

He quotes one instance of a modern reproduction of Wood's "Battle of Bunker Hill" plate which was so scratched by an emery wheel and so yellowed by a salt bath and boiling in fat as to deceive many a so-called connoisseur. The principal safeguard, he tells his readers, lies in the potter's mark, nearly all the valuable pieces having been made by potters using a mark, and he gives an extremely valuable list of marks with reproductions for aid in identification. To counterfeit these marks would be a penal offense, and few venture upon so bold a step for the comparatively slight reward.

A chapter also is given to the Wedgwood pottery, in which that costly and exquisite and intensely appreciative ware is described in its various forms for the collector to whom mechanical perfection has a higher charm than strong individuality. Another and very valuable chapter is given to the English luster ware, so beautiful in color, and often so beautiful in form, that the lack of enthusiasm shown for it is difficult to explain. The demand for it is now increasing, however, especially good prices having brought as much as $100 each, and Mr. Dyer warns his readers that as it is all comparatively rare in this country the wise collector will not tarry in securing what he can of it.

The chapter on Lowestoft cannot fail in interest to those who remember the high shelves of old corner cupboards where their grandmothers kept this fashionable ware which, after years of dispute as to origin, is now believed, according to Mr. Dyer, to have been made almost altogether in China, and decorated either there or in England from English patterns for the English trade. This also is a comparatively inexpensive ware, rich in early American associations for the collector whose patriotism provides him with a fair proportion of his satisfaction, but Mr. Dyer, comparing present prices with those noted by Mrs. Earle in her "China Collecting in America," published in 1892, finds that values have risen 100 per cent. and a good piece that could be bought for $10 in 1892 would now bring $20.

Old pewter forms another comparatively inexpensive class of antique objects which appeals to the economical collector of quiet tastes. The soft gray sheen of its surface is more beautiful in the eyes of many than the more brilliant luster of silver, and its recall of a period completely passed is not without a sentimental value.

We still use silver, glass, mahogany and china, but we no longer use pewter, and our association with it is limited to its place on the old colonial dresser in every form of domestic utensil in favor with our ancestors. The fact that only special pieces bring very large sums is a safeguard for collectors, as the making of bogus specimens is unprofitable, although occasionally indulged in by the indefatigable counterfeiter of antiques.

From pewter to silver is a long step, and the collection of old silver is an enterprise for the rich, which has, however, rewards commensurate with the outlay. It is almost impossible to exaggerate the charm of a fine piece in a pure style for the connoisseur sensitive to its pleasure-giving quality.

As Mr. Dyer points out, the field is so enormous that no collector can do more than keep to one small corner of it. The discussion in the present volume is restricted to old British ware, and the author declares that to his mind the English domestic silverware dating from 1700 to 1850 includes all that one man can hope to know much about or possess much of. The eighteenth century includes the Queen Anne period, marked by massive and simple styles; the Lammerie period, named from a silversmith, with a rococo tendency; the classical or Georgian period, which was characterized by the finest and purest forms.

The method of marking silver by a system of hall marks has made the identification of English silverware "more accurate and complete than of almost any other class of art objects", as for five centuries record has been kept of these marks and of all annual date-letters at the Goldsmiths' Hall, London.

Mr. Dyer devotes a number of pages to the outline of this system of markings, but the subject demands, as he says, reference to special books. In spite of precautions as elaborate and careful as can be conceived, however, the counterfeiter has entered this field also and the collector is given the following warning:

"There are in general two motives for forging hall marks: First, to pass off inferior metal as standard; second, to make a piece appear to be older than it is. In the first case, if a piece is suspected, the base metal can be discovered by some system of assaying. In the second case the safest way is to study period styles as well as hall marks to see if they agree. A hall mark of the year 1750 on a piece of silver of the style made in 1800 would be good ground for suspicion." The old Georgian silver, too, was hand-made, and the hammer marks on the inside of cups and tankards should be apparent. The soft white color of old ware, often cleaned and long exposed to the air, is a significant point to observe. Finally, the position of hall marks on authentic pieces should be studied, as the marks were not placed at random.

In this chapter prices are hardly touched upon, and as a single hint of their possibilities we quote the price record of a couple of forks in Lord Tweedmouth's collection sold this Spring at Christie's. The forks belonged respectively to William and Mary's reign and Queen Anne's and brought the notable sum of 620 shillings per ounce.

Other chapters of Mr. Dyer's book concern Sheffield plate, looking glasses, lamps and candlesticks, clocks, glass, copper and brass, and salt glaze-ware, andirons and fire-irons, each accompanied by its illustrations and usually with some indication of the market prices of the different objects at the present day.

The reader who perseveres till the last page will be apt to close the book with a mind divided among many temptations. Yet, as the author himself declares, only the surface of the vast subject has been brushed. The treasure house of the past is practically inexhaustible, and the lover of antique beauty who once tastes the joy of "collecting" will risk all dangers of fraud and will make many an acknowledged sacrifice to his hobby rather than abstain. "Why do you collect?" is a question Mr. Dyer is fond of asking, but the more pertinent inquiry would be, "Why do you not collect?"

IMPROVE YOURSELF.

EVERY man everywhere is a salesman. He has his ability, service or personality to sell." Not new at all, as it is a thought expressed by many a wise business "medicine man or chief" for ages past.

With the idea in mind, honestly look over your personal self. Are you worth duplicating by a plant as a "finished man" product? If not, what is restraining you from having better contents in the package? Who is holding the quality down and preventing the delivery of a better finished product?

For instance, why don't you sell more of the items that are "slow" with you? Again, why do you lose out on dealers' orders that should be yours?

The reason is usually that we all hesitate to take our life, health and work seriously, sanely, earnestly and cheerfully all of the time.

It's serious, of course, when we lose our health or job and then most of us do get real earnest—nothing cheerful about that. But why not avoid such a contingency by beating the issue to the possibility through preventing it with increased efficiency?

When you study the potentiality of the human mind and body, it's a wonder to me that all of us don't wake up and move ahead faster.

To illustrate: Look at the time we waste, let alone the effort, money and opportunities lost through the errors of omission and commission.

One hour in a ten-hour working day is a small average waste with most of us. And, at that, one hour a day is at least 300 hours a year, or thirty ten-hour working days. I do not count sleep as time spent, except as sleep, and it's good and absolutely necessary for its purpose.

Add together the time you're on the street cars, trains, waiting for customers, etc., each day. There are few salesmen who do not waste sixty ten-hour days out of each year.

Now, to get wise and improve yourself: Carry your selling talks, bulletins and letters of instructions and study them at every opportunity. Use this odd time to outline and write out your working plan for the next day.

Another idea: Keep a vest-pocket dictionary with you and a good pocket-size book on some sensible man's life or subject, a copy of a good business or philosophical publication and read and re-read. When one is mastered thoroughly, get another.

Read sense, write sense, study and memorize that which will help you have a better sale value as a man. —*Geo. H. Eberhard.*



IN ITS EARLY DAYS.

Picnic of the Salesmen's Association at Point View, L. I., July, 1894.

FRONT ROW, left to right—No. 1 Fred Hohman (deceased), 2 A. P Doctor, 3 H. Van Iderstine, 4 Louis D. Seixas, 5 John Nixon, 6 W. S. Harris, 7 James F. Maccabe (deceased), 8 Edward Butler (deceased), 9 David Doctor (deceased), 10 W. R. Demorest, 11 E. J. Leigh, 12 Conrad Meyer.

SECOND ROW—No. 3 William Rowe, 4 George M. Birdsall, 6 William Doctor, 7 D. C. Tracy, 8 Harry Herber, 9 Joseph Hurd, 10 John A. Aymar, 11 Harry P. Muirheid, 13 A. R. Douai.

THIRD ROW—No. 1 A. G. Menzies, 8 B. Berlinicke, 10 George Smallwood, 11 W. T. Curran (deceased), 12 Joseph P. Sheridan.

FOURTH AND FIFTH ROWS—No. 1 R. W. Wiberg, 3 Oliver Holmes (deceased), 5 John Garvey, 6 James Doctor, 7 John Murray, 8 Theodore Frankel, 10 George Steel, 11 Ben Cooper, 12 Thos. Smallwood, Jr., 13 George Patterson (deceased), 14 Ben Sloan, 15 A. Demorest, 17 Henry Seixas, 18 David Neale (deceased), 19 M. Hart, 21 W. Reid.

Figuring Profits Correctly.

SOME time ago we showed in our editorial columns how merchants were continually making the mistake of basing their percentage of profit on the cost instead of the selling price. Our contention was warmly supported by Charles E. Meek, secretary of the National Association of Credit Men, who said: "Among the causes of commercial failures the most frequent is incompetence, and this incompetence shows itself more, probably, in ignorance of what gross profit must cover than in any other way. Besides leaving out of consideration certain elements of expense which cannot possibly be escaped, the fallacy of figuring the percentage of profit on the cost price instead of the selling price is frequently committed, and it would be well if the selling end of every business might do what it could to expose this fallacy among the weaker customers of the house before wrong methods had brought the inevitable." A writer in the "Southern Merchant" elucidates the subject in a manner which simplifies it and makes it easy of mastery. He says:

"Every house should instruct the selling force in these important principles so that its salesmen may stir customers up to the adoption of correct methods. One of the most important things for a merchant to consider is whether or not he has added to the expense account everything that belongs there. He will not forget his rent, or the salaries of his employes, nor will he fail to add light, heat and the cost of maintaining his horse. But has he figured in something for wear and tear on his equipment, for things will not last forever when in daily use, and, more important, for more often negelected, has he taken into account his own salary? He must have his living, and it should be reckoned the same as the wages of anyone in his employ.

Suppose, for example, he does business for one year, and finds at the end of that time he has sold goods to the amount of $20,000. Then, if he has faithfully kept his books, he can cast up his expense account something like this:

Salary for self	$1,800
Employes' wages	1,100
Advertising	250
Heat and light	200
Wear and tear on fixtures	50
Horse	300
Miscellaneous expenses	300
Total	$4,000

If he sold in the year goods to the amount of $20,000, and it costs $4,000 to do so, it is clear that the expenses were 20 per cent of the gross amount of the sales. Bear this particularly in mind—this percentage is figured on the gross amount of the sales, and not on the cost price of the goods.

Faulty profit figuring consists, in the first place, in taking the cost price of the goods to be sold, adding to it the percentage of expense figured on sales plus the amount of profit wanted, and expecting to realize the desired percentage.

For example, suppose the cost of doing business is 20 per cent, and one purchases a hundred dollars' worth of some line he wishes to use as a leader, and is willing to sell at cost. He adds to the $100 $20, selling for $120, and thinks he breaks even. But he does not. He loses five per cent. Why? Because that 20 per cent must be figured on selling and not on cost price. He should have added $25, selling for $125, and the $25 he received above the $100 of cost would equal just 20 per cent of the $125 for which he sold the goods.

Now, then, suppose one desires to start the year right, having determined to make his store pay a gross profit of 10 per cent He has found that he must add 25 per cent to cost price to come out without loss; so with the first hundred dollars' worth of goods he has to price he adds $25 for cost of doing business, and then adds 10 per cent of that, or $12,50, and sells the lot for $137.50. Does he make 10 per cent? Surely not. Deducting 20 per cent of $137.50, the gross selling amount, which is $27.50, there is left $110, or $10 more than the first cost of the goods, and this is but little more than 7 per cent of the $137.50 for which the stock was sold.

From this, one finds that he must add more than 37½ per cent to the original cost; so he tries a little more, and makes it 40 per cent, thinking this is surely enough; and again he falls short, for 40 per cent added to the first cost yields a trifle under 9 per cent of profit. So he goes a little farther, and discovers finally that where cost of doing business is 20 per cent and desired profit is 10 per cent, there must be added to the laid-down cost of goods sold 43 per cent. This is easily figured. Cost of goods, $100; add 43 per cent and sell for $143; deduct 20 per cent of selling amount,

or $28.60; and one has left $114, or $14.40 more than first cost, and this is a trifle more than 10 per cent of selling figures.

Bear this in mind thus: Cost of doing business, 20 per cent; desired gross profit, 10 per cent; add 43 per cent to cost of goods laid down at store. Fifty per cent added to cost price will yield a gross profit of 13 per cent.

If the cost of doing business is only 15 per cent, then 33 1-3 per cent added to cost price will yield 10 per cent gross profit and 43 per cent added will yield 15 per cent gross profit.

If cost of doing business is 18 per cent, 40 per cent added to cost price will yield 10 per cent, and 43 per cent added will yield 12 per cent gross profit.

The explanation given here will illustrate the principle, however, and any merchant can go ahead and figure out for himself what he will have to add to make the profit he desires. The whole thing lies in figuring from the selling amount and not from the cost. It is on the business done, or the sales made, in other words, that the profit is to be made, and not on the price paid for goods which are yet to be sold.

It is surprising how many experienced merchants go wrong on this proposition of making prices to obtain a reasonable percentage of profit. It is because they begin at the wrong end, and as a result they will not be able to make their accounts balance when they come to determine just where they stand. Another place where some are weak is that they sometimes forget to add to the cost breakage and the transportation charges, or the drayage where deliveries to store are not made by their own teams. Of course, where one has his own teams to do the hand-fixed expenses, this latter item is not to be figured in ling, and has already charged their maintenance to cost of the goods, for it finds its place in the cost of doing business.

THE COMMISSION SPLITTER.

SOME time ago a representative of the CROCKERY AND GLASS JOURNAL happened to be in a retail crockery and glass establishment in Brooklyn talking to the proprietor, when a salesman for a domestic china firm called and began soliciting business.

After arguing and explaining points in connection with the goods he carried, the salesman took out his book and urged the proprietor to give him an order, saying that he would not be around again for some time, and that when he did come there was every possibility that his ware would have undergone an increase in price. The dealer was not impressed by either the articles or the salesman's manner, which was dictatorial, not to say impertinent, and refused point blank to specify anything.

Instead of realizing that a sale, under the circumstances, was more or less hopeless at that time, the salesman reiterated his selling arguments and insisted that the merchant should at least place a small order with him. The dealer was by this time growing impatient, and informed the drummer that he was overstocked already and would not consider buying anything at all just then.

This evoked quite a burst of eloquence from the man with the order-book. Finally, when it became quite plain to the salesman that his prospect was not interested in anything he had to show, he leaned over and in a confidential tone proposed to split his commission with the dealer, giving as a reason that he had been having indifferent luck for some days with the goods.

The dealer, a man of intelligence and experience, said: "Young man, I have no desire to tell you your business, but I have this to say to you: I'm pretty sure that if your firm knew that you are endeavoring to secure business by offering to split your commission with buyers you would not last in your position ten minutes. I happen to know your firm, and have done business with it for ten years, off and on. You come to me asking for my business and stating a certain price for a dinner set. I might place an order with you for the dinnerware at this price, and four or five months later find an establishment down the street selling the same thing cheaper than I can afford to. This would be because you would have split up with the buyer. If your goods are not worth what you ask for them, I would not sell them if I were you. Isn't your self-respect worth more to you than the few dollars you would make by selling to me and dividing the money that the firm allow you for doing the selling? In figuring costs your firm take into consideration the amount of money it will cost them to market their product. So do every other firm in the business. They believe, if they are as honest as I think they are, that their tableware is worth what they are asking for it. You don't seem to think so. You are cutting their prices, probably without their consent. Where you do get a merchant to accept your proposition, like as not you are doing some hard-working salesman who sticks to his prices out of a sale. You are a disgrace to your profession. Good day!"

After the salesman had made a hurried and confused departure the dealer turned to the JOURNAL man and said: "If there were any way in which I could keep a man like that out of the trade entirely I would do it. There is only one place I can keep him out of that I know, and that is this store. If he ever has nerve enough to enter here again I will take pleasure in ejecting him bodily. I can console myself with one thing, however: Men of his type are bound to be discovered and discharged. They are generally the kind of men who try selling goods until a softer job turns up They never seem to be earnestly working for a future by building up trade."

THE

Taylor, Smith & Taylor Co.

East Liverpool, Ohio,

MANUFACTURERS OF

Semi-Vitreous Porcelain,

for 1912 will add to their high grade Dinnerware a number of control patterns.

PRODUCERS OF



Grill Lunch Plates—Special.
Hospital Trays—Special.
"Chester" Hotel China.
"Cable" Line Complete.
Toilet Ware Line Complete.
"Pennova," White and Decorated.
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CHINA AND GLASS.

OPEN STOCK DINNERWARE.

IN the coming year we will exhibit, for import, new lines which for extent and variety will excel anything we have ever shown in all kinds of Pottery and Glass.

We call special attention to our Open Stock Dinnerware; also our Hand-Painted "Elite" French China, Carlsbad China and Steinschoenau Glass from our own factories.

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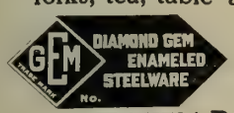
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GEM ALUMINUM COOKING UTENSILS. The shapes you have been looking for. Aluminum forks, tea, table and basting spoons, ladles, knives with Aluminum handles, and collapsible drinking cups.



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TINWARE AND WIRE GOODS—Moulds of every description. Cake cutters, sandwich cutters, pudding boilers, ice cream moulds, tea and soup strainers, wire fryers.

NICKEL-PLATED WARE—Tile Trays, original decorations, coaster sets, hot water plates, teapot tiles, nickel-plated trays, round, square, oblong and fancy shapes.

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The trade has our promise that the complete Laughlin line of profit-makers, old and new, is without a rival.

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Homer Laughlin China Co.,

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THE WORLD'S GREATEST POTTERIES.



Valuable Hints on Pottery Moulds.



WHETHER viewing the subject from a technical or from an economic standpoint, moulds will necessarily claim their share of the attention of every manufacturing potter, said Mr. Hope in a paper read before the American Ceramic Society. This is due to the fact that on the one hand no inconsiderable part of the workmanship and general technical excellence of the finished product is dependent upon the moulds from which it is made; and on the other hand, neglect or even lack of close supervision over this department will always result in direct financial loss It is as unreasonable to expect to get true, straight ware of uniform thickness and weight from moulds that will not properly fit, or that are of uneven heights in the jigger rings, as it is to expect fair profit from a business conducted along lines of method as extravagant as those which prevail in the mould shops of some of our potteries to day.

And here the writer wishes to protest against the custom in vogue in so many of our clay shops, of throwing away sets of moulds simply because the chief parts are worn out, while other parts of the same set are, perhaps, only, half worn. This is more especially the case with pressers' moulds, where handle moulds will do good service twice or three times as long as will the moulds for the body of the piece to which they belong. This will become evident when figures are given in specific cases

To keep an accurate account of every set of moulds used in the factory does not consume more than one hour each week, but furnishes a close check on how long they last, and from this data the cost of the moulds is easily obtained. The system in use by the writer is as follows: For every set of moulds brought into the clay shop, an order from the foreman is given to the mould maker, stating the quantity of moulds required. At the end of the day these orders are collected, and each set of moulds, giving the quantity, together with the date on which they were put into use, are entered in vertical columns in a book provided for the purpose. Every day the quantity of ware made from each set is entered in its appropriate column, and when the set is worn out, the total number of dozens of ware made from it is added and from this data the quantity of ware made from a single mould is obtained. In a record of this kind it is very useful to make note of the various conditions that affect the life of the moulds, such as the rate of drying and the brand of plaster used.

The methods employed in the manufacture of pottery plaster have been so well described by Ashley in Vol. X of the Transactions of the American Ceramic Society, p. 77, that it is not necessary to dwell upon them here, though it may be well to recall the essential changes undergone in the partial dehydration during manufacture and the subsequent rehydration upon mixture with water. Upon heating the ground gypsum to about 130 deg. C , three-quarters of the chemically combined water is given off, the original substance containing four molecules of water to every two of calcium sulphate, and the prepared plaster but one molecule of water. When plaster is mixed with water it combines and recrystallizes to form the original compound, gypsum, with four molecules of water to every two of calcium sulphate.

The hardness of plaster when set depends on its crystalline nature, and this will be retained up to the temperature at which part of the combined water (forming the crystals) is driven off, or, as it is commonly expressed, the moulds are burnt. Their soft and crumbling nature is obviously the result of loss of crystalline structnre.

For purposes of classification, pottery moulds may be divided into four classes: those used for jiggering, casting, pressing, and handle moulds.

JIGGERED MOULDS.

(a) For flat ware (plates, saucers, etc).

It is very essential that these should fit the jigger rings properly, be free from all warping, and all be of exactly the same height above the ring. The first qualification is perhaps that most frequently departed from, since proper fitting depends so much upon the proper turning up of the rings. It is a very grave mistake to fit a mould, of which any quantity is to be

made, to a jigger ring in actual use: but every mould shop should contain a complete set of turned iron pattern rings corresponding with all the sizes in use in the pottery. All moulds should then be fitted to these pattern rings which always remain the same, and the working rings turned to fit the moulds. This remark would appear superfluous were it not for the fact that the reverse of the above method is still the rule in some mould shops.

Even with the most careful fitting to pattern rings, however, moulds will occasionally be found to vary in size, and then the trouble is most likely to be found to lie with the plaster. Ashley (Vol. X, p. 89) has shown that over-burned plaster sets very slowly, and this naturally results in an expansiou after the moulds have left the cases.

The inevitable variations in blending will give mixings of slightly differing setting properties, and thus with overburned plaster it is not surprising that two moulds made out of the same case will differ more or less in size and consequently in fitting the jigger ring For this reason the writer considers it very important to avoid slow-setting plaster for making cases, as of course a variation there would affect all the moulds made, even if there were no subsequent expansion in the latter.

It should be made an invariable rule that before making a set of moulds, one out of each case should first be taken and tested for size and height in a jigger ring under a fixed gauge, so that if any difference be found between the cases, those showing variation may be set aside. Each of the set of cases should bear its own number, so that moulds may be similarly marked, and any variation in the same be traced to their source in the case.

All flat cases should be bound with heavy hoop iron—preferably galvanised—to prevent any enlargement due to swelling of the moudls. It is sometimes the custom to make block moulds a trifle loose for the rings in which they are to run, in order to allow for the slight expansion of the working moulds; but this should not be done, as there appears to be a slight inswelling of the cases when they are made, and this offsets the subsequent outswelling or expansion of the working moulds.

Variations in the height of moulds above the ring —resulting directly in a corresponding variation in the thickness of the ware made from them—can usually be traced to leaking cases, though this should not occur if they are properly made.

It is very important to thoroughly dry cases before putting them into use, as if used wet they are liable to warp—more particularly the larger plate and machine dish cases—while at the same time care in this direction will save pinching off of any fine embossed work and also save the face of the case.

As regards the life of this class of moulds, the usual figures are from eight to twelve dozens of ware to the single mould, though if the moulds are thoroughly dried before being put into commission, the life of these moulds should be nearer the upper limit. One factor which materially affects the question is that of allowing the ware to dry completely before filling the moulds again, since the throwing of bats on damp (and consequently soft) moulds has a strong abrasive tendency. Again, the shape of the moulds has considerable influence; those with steep sides, such as outside salads, nappies and coupe soups, being quickly worn by the pressure due to contraction of the ware in drying.

(b) For hollow ware—single moulds.

This includes moulds for such ware as cups, bowls, nappies and machine bakers. As in the case of flat moulds, accuracy of running is essential to first class workmanship, though hardly to the same degree, since a large proportion of this class of ware is lathe turned. Considerable attention should be paid to the height of the mould above the ring in relation to that portion below it, since a good deal of trouble is often experienced by the moulds tipping in the ring under pressure from the jigger tool. The angle of the natch, or part in contact with the ring, will also have considerable effect. Much trouble in the fitting of jiggered moulds will be avoided if a standard bevel for the notches of all moulds be adopted—say 25 deg. from the perpendicular.

In making cases for this class of moulds it is advisable to strengthen the lower or hump part by insertion of a piece of heavy galvanised hoop iron.

The life of these moulds varies considerably according to the methods by which the ware is to be finished; if to be sponged, the mould being figured or embossed, eight to ten dozen to a mould will be the limit; if to be turned—and the mould is not wearing too fast at the shoulder—fifteen to twenty dozen and even higher may be obtained from each mould. In one instance, a set of plain inside baker moulds gave a return of over twenty dozen to a mould, and were not worn out even then. In the case of these machine bakers, the ware was at first made off of outside moulds; but owing to considerable loss due to cracking of the ware and wearing out of the moulds it was decided to use inside moulds. Every advantage was found to be on the side of the latter—not only increased output and freedom from loss, but the life of the moulds was more than doubled This was naturally due to the shrinkage being away from the moulds in the latter case, reducing the abrasive feature to a minimum. In some potteries cup and bowl moulds are greased under the shoulder with a heavy oil as a means of hardening the plaster and preventing abrasion by the jigger ring.

(c) For hollow ware—three and four part moulds

Reference is made particularly to those moulds used for making jugs, sugars, etc., though the same remarks hold true of those for the larger ware, such as ewers and slop jars.

These moulds, being very expensive, demand careful consideration as regards their efficiency and



Japanese Vase

At Morimura Bros.

wearing qualities. The variation in wear is chiefly due to their shape and the style of their embossed work, if any exists. Generally speaking, a low bulging shape will wear out very much more quickly than a comparatively straight one, owing to the fact that in drying the ware rests on the lower part of the side of the mould in the first case, while the weight is almost entirely on the bottom in the second.

While the one would not run over eight or ten dozen to the mould—hardly as much if light embossed work were present—the other might show a result of fourteen to sixteen to the mould.

In making this class of moulds it is important to remove the sides from the cases as soon as possible to avoid binding on and warping of the cases. An excellent plan—the writer is indebted to Mr. R. J. Meakin for the suggestion—is to make the top cover of the case divided, thus allowing the expansive force of the setting plaster to be exerted upwards as well as sideways, and almost entirely obviating the necessity of scraping the sides of the mould to make them fit in the shell or frame. The same principle may be applied, and with even greater benefit, to the larger hollow ware moulds such as ewers, cabinets, etc.

CAST MOULDS.

There are probably several reasons why the process of casting has not found more general favor among the potters of this country; but none is more obvious than the rapid destruction of the moulds which takes place under the methods at present in use. In the majority of cases, four, or at most five, dozen of ware are all that can be obtained from each mould; and since the latter are of the most expensive type it is evident that here the cost of moulds enters into the total cost of production as quite a large item. Various salts, particularly bicarbonate of soda, which are frequently used in this process, undoubtedly tend to hasten the wearing out of the moulds; and on those grounds their use should not be permitted.

When articles such as creams and small jugs are cast two or three in a mould it is very essential that the sides of the mould should fit together perfectly to avoid all leakage. In this connection may be suggested the insertion of a piece of iron in the cases to prevent possible warping; and the taking off of the moulds from the case as soon as possible to avoid binding and consequent pinching off of corners.

PRESSED MOULDS.

Owing in a large measure, no doubt, to the greater care with which pressers' moulds are used, they show more satisfactory figures as regards wear than any yet considered. From fifteen to twenty or even twenty-five dozen of ware to the single mould are often obtained from them, though it most frequently happens that some parts of the same set last longer than others. Thus in the case of pressed jugs, one half-dozen of bottoms will usually wear out one and one-half dozen body moulds, and the same is to even a greater extent true of the handle moulds, though these latter will be discussed more fully under another head.

The writer is a strong advocate of using natches of other material than plaster (clay or metal) in the sides of pressed moulds as well as in all handles, provided that—in the first case at least—the natches be sufficiently large that no trouble will be experienced in fitting the sides together.

HANDLE MOULDS.

While this division includes all handle, knob, bow, and similar moulds, cup handles will be treated of particularly, since they form the largest part, observation relating to them being, as a rule, applicable to the other kinds also.

From a large number of sets, the life of cup handle moulds was found to vary between sixty and eighty dozen to the single mould, though in one or two cases an even higher figure was reached.

The use of natches of other material than plaster has come into such general practice that it is unnecessary to insist upon their advantages, though there is still considerable doubt as what form of natch shall be used and of what material they shall be made Glass, brass, or porcelain may be used, though in the opinion of the writer the last is far preferable if properly made. The body employed should be very hard when vitrified, even though this qualification may entail slight brittleness, and the natches should be pressed from wet clay to secure maximum density. When dry, and before firing, the two parts should be fitted to each other by rubbing, but they should be fired separately, the hollows to a higher temperature than the humps. This will secure a fairly accurate fit A mixture which has given good satisfaction consists of sixty per cent. feldspar and forty per cent. china clay.

Greater accuracy in fitting will be obtained from dustpressed natches, though those made by this method will be far softer and more easily worn than the others. Glass is better than porcelain so far as abrasion is concerned. Brass natches, frequently connected by a frame fitting around the outside of the handle moulds, are used to a considerable extent, and aside from their initial cost, which is heavy, are quite satisfactory.

In the case of large block handle moulds where the superfluous clay is forced into a richot or spare in the centre of the handle itself, it will be found of advantage to place a hole in the centre of this spare, thus allowing the clay a means to escape. This relieves the pressure and enables the sides of the moulds to be brought closer together. The hole should be of sufficient size so that it will not get stopped up with clay.

Handle moulds made of clay and fired at ordinary biscuit heat have been used, and will wear far longer than plaster, though the writer has had but slight experience along that line. One or two such moulds gave fair satisfaction, although the ware did not de-

liver quite as readily as from plaster, owing to the moulds in question being insufficiently porous. The warping due to shrinkage is one of the serious difficulties connected with their manufacture; but by use of a suitable mixture the shrinkage may be obviated and maximum porosity obtained. Such a body may be obtained by the use of 10 or 15 per cent. of strontium carbonate.

ON THE WEARING OUT OF MOULDS.

In the case of flat jiggered moulds the wear on the face is due first to the friction of throwing on bats, particularly when the moulds are still damp, and secondly to frition due to shrinkage in drying, this class of ware usually being allowed to dry completely on the moulds. The ware of inside moulds such as cups, bowls, etc , from which the ware is taken out soft, and where the slight shrinkage is away from the mould, is due to pressure, and this is also true of pressed moulds including handles. The solvent action of water which constitutes the chief part of casting slip is entirely responsible for the rapid destruction of moulds used in this process, pressure and friction being eliminated.

It is obvious, therefore, that in trying to preserve the moulds, two distinct remedial measures must be taken, one in the direction of giving greater resistance to friction, and the other looking to the formation of an insoluble plaster. Plaster may be rendered very hard by the addition of flour, dextrine or other substances, but what few experiments the writer has made along this line indicate that these tend to impair the indispensable quality of absorption

An attempt was also made in the other direction—of rendering the plaster insoluble—and this was done by the action of barium chloride. An insoluble film of barium sulphate formed over the surface, but it appeared soft, and was in fact a precipitate with no crystalline structure to give it the necessary stability. However, it would seem quite possible that an insoluble plaster might be prepared in some such manner.

AMERICAN GLASS IN FAVOR.

WRITING from Germany, Consul General Frank D. Hill says: "There is a firm at Frankfort which is the largest importer of American glass in Germany —a business that has been built up in the last twenty years. The head of the firm states that American glass has the highest prestige here, not only as against German manufacturers, who during the last two decades have vastly improved their product, but also as against the best known French and Belgian manufacturers. Freight, duty, transportation and breakage add 40 to 50 per cent to original cost of cut and pressed glass from the United States. More attention must be given by American shippers to packing. Breakage of packages in Germany is scarcely known. Out of 8,000 to 10,000 packages annually shipped by this firm from Frankfort to its customers in Germany not half a dozen breakages occur."

LAMBETH WARE.

EVER since some Dutch pottters settled at Lambeth about 260 years ago the pottery produced there has been prized. The ware was of that kind made in imitation of the Dutch delft with a tin glaze, having landscapes and figures painted in blue. The next step was that of Van Hamme, who in 1676 obtained a patent to produce "tiles and porcelain and other earthenware after the way produced in Holland, which hath not been produced in this kingdom."

Of course the porcelain mentioned was not porcelain, but, like his rival, Dwight of Fulham, he made hard, compact stoneware which in those days was called porcelain. For a century the business prospered until the Staffordshire men emerged from obscurity and produced that "pretty pottery," as the French called their salt glaze.

Meantime at Lambeth the potters manufactured various articles such as candlesticks, puzzle jugs, sack bottles, salt cellars, plates, dishes, pharmacy jars, etc. The most conspicuous wares perhaps were plates and dishes with portraits thereon, such as Queen Catherine of Braganza, William and Mary, Adam and Eve, and such like pieces. Also those peculiar pieces called the blue dash dishes. Others again were armorial, such as the Leather Sellers Co.

But one of the most curious things which the Lambeth potters elaborated was to convey moral ideas in the way of proverbs and sententious sentences painted on their plates. A particular set of these is much sought after and a complete one is very rare. The full set is six, one of the following sentences being inscribed on each plate:

1. What is a merry man?
2. Let him do what he can
3. To entertain his guests
4. With wine and merry jests;
5. But if his wife do frown,
6. All merriment goes down.

As a proof of the scarcity and rarity of these plates it is only meet to say that the British Museum has only seven, and they are made up of one dated 1734, another dated 1736 and five dated 1742. At Eaton Hall, Cheshire, a set is built into the wall of the entrance hall. It is many years since I saw them, but if memory serves me aright it is complete and was obtained from the factory where produced. Mr. Drane of Cardiff has a complete set. There is one at the Manchester Art Gallery (Greg collection), but defective. There are few complete sets. Collectors are only too pleased when they can piece them together even if of different years.

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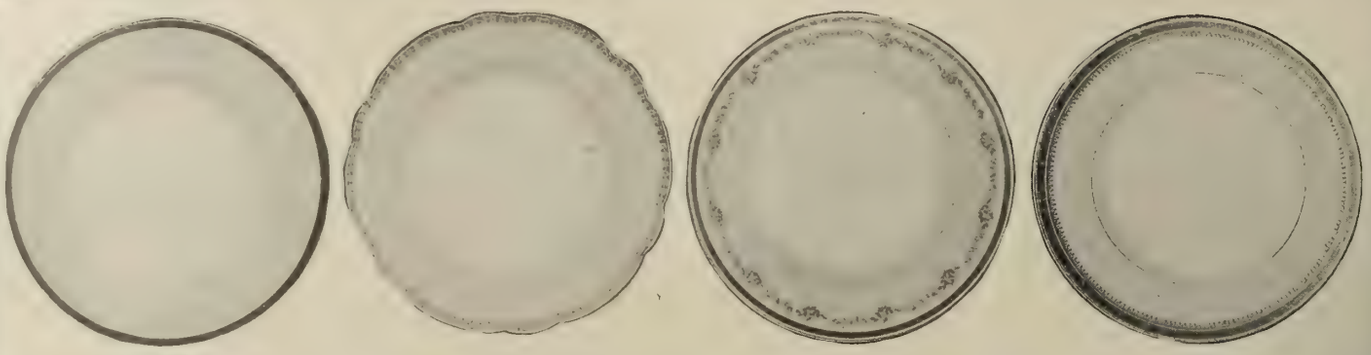
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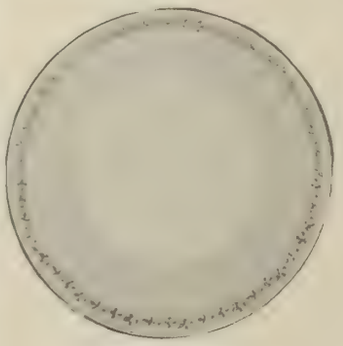
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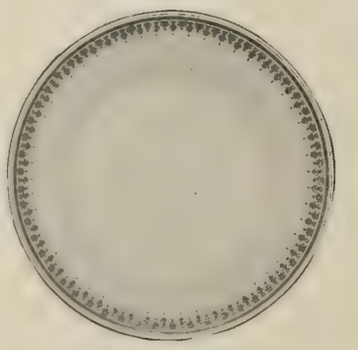
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How to Know Old China.

IF you can afford to have a passion for "storied, pedigreed and century-old" china and haunt the curiosity shops and art stores for rare specimens, it is best to have a knowledge of the appearance, manufacture and composition of the most noted kinds of old porcelain and ceramics. The libraries furnish abundant information, but if you would save yourself from wading through a lot of verbiage to get to the proper conclusions when you need them on the spur of the moment, the following facts and descriptions might be of interest to you:

In the first place, you cannot always get genuine pieces of old china in the curiosity shops; neither is that the place where you can get them cheaply. The trade-mark which you find on the old imported china as well as the modern makes would be your first guide, but trade-marks are easily duplicated, and there is, as we all know, a pseudo species of old china on the market as there is of old or otherwise noted pictures.

Most all guide books and histories of china reproduce the trade-marks of such of the old makes as are no longer manufactured, and if you hunt for old china it is essential that you supply yourself with a list. But at the same time it is important that you have in your mind's eye the general description and distinguishing points of the different makes.

Of old Lowestoft china the teapots are favored most because of their quaint simplicity. They are cylindrical in shape like Canton china bowls, but only about five inches in diameter. Laterally they are perpendicular for about six inches and then slant quite abruptly to a small and dainty lid. The spout is unusually long and slender, being set close to the base at an angle of about thirty degrees and extending about half an inch above the lid. Perhaps Lowestoft is the most simply decorated of old English ware.

A small floral design in dim blue, gold or umber is centrally applied on opposite sides of the teapot, and this is practically all the decoration that exists. There is little blending or combining of color to produce novel effects. The spout and lid are rarely decorated. The designs, it is said, are put on after the glaze, so an extra firing as with our modern hand painted china was necessary.

Bow china, which was manufactured in England up to 1757, is distinguished by its profuse decorations and ingenious blending of colors. China connoisseurs tell us, however, that the most important guide to genuine Bow china, which is now getting to be exceedingly rare, is the fact that all is hand-painted and never stamped or printed, and that the colors are applied after the enamel or "slip," which is the term used in the technical parlance of the potteries, or before the final glazing. In common porcelain and crockery the enamel and glaze are identical and only one firing after the first process of baking is necessary.

Bow china does not show any particular preference to certain colors; in fact, almost all colors are introduced in many unique decorations, and the designs are chiefly nature studies, such as flowers, bees, birds and butterflies. Some specimens show decorations in relief, and the resemblance to our modern specimens of Wedgwood vases is often commented on by people who are interested in such themes. Of course, it must be remembered that in looking for any stray specimens of old china you must expect to find the tinge of age, no matter how carefully preserved, and often the glaze is perceptibly cracked in places. If you will examine closely any of the truly old specimens, you will find the glaze considerably cracked.

Delft ware was imported to the New England States as early as the seventeenth century, particularly to the Dutch settlements of Connecticut and Long Island and also New York. Some of the oldest pieces of china in America are said to be delft. Most all this ware was decorated in that shade of deep blue which we now refer to as delft. The chief peculiarity of delft designs was the use of inscriptions in German or old Dutch lettering.

Mottoes and couplets, inscribed in round or oval spaces, were surrounded by designs in blue, which often represented life studies, as well as nature studies.

The Spode, Worcester, Chelsea and Wedgwood china works in England still contribute some of the choicest specimens to the modern china market, but, as some of these are over two centuries old, there is a premium on some of their earliest output, and a few of the oldest specimens have brought as much as $200 apiece. All these makes, however, show such a continual evolution in shape and decoration that it would be useless to set down any descriptions as a guide.

The Wedgwood specimens are easily distinguished, because throughout its history Wedgwood was noted for the diversity of material used in its composition. No pottery can compete with the Wedgwood in the wide range and variety of output. Jasper, basalt, crystalline, porphyries, marble, clay and feldspar are some of the materials used in the composition, and the products include inlaid and relief work, hand-painted and printed ware, hand-sculptured and machinery modeled. If you would like to get hold of some of the old pieces of Wedgwood, the only way to do is to take a review of the modern types and note the peculiarities of the shapes and curves and the blending of colors.

The modern Worcester resembles the old "Crown Derby" much, in that the designs are intricate and spread all over the surface. Spode is said to be the nearest kin to Lowestoft, in that it will always boast a minimum instead of a maximum of design and coloring.

AVOID "SMALL TALK" IN SELLING.

I HAVE observed that many salesmen after presenting the several claims regarding the quality, utility and economy of their line seem lost if a sale is not completed and drift into "small talk"—getting away from the subject apparently in trying to avoid repetition of what they have said before.

This is a mistake, for so long as you can sustain the prospective customer's interest even though you can not close the sale, continue to go over the ground.

Keep talking the economy, the utility and the quality of the product. Clothe your talk in different words—approach your claims from different angles but stick to the "selling talk."

Don't drift to small talk to get away from the truth. Keep hammering at what you know are the logical reasons to warrant the customer in buying your line.

Repetition is as good here as anywhere else. It is good in advertising—it is good in education. When you want to make an impression that is permanent it is necessary to repeat in different ways the same thought.

Some salesmen act as though the introduction and the regular sales talk if successfully concluded demonstrates their ability and blame the customer if he still hesitates.

The right kind of selling talk should accumulate force as you go along, repeating the different points and reaffirming or elaborating upon, with different forms and illustrations, the claims that you know are in favor of what you're endeavoring to sell.

Avoid "small talk"—if you're selling goods—it's live selling talk that will close the sale over the counter or on the road. If you're short of selling talk—get busy—every good article in a line has an unlimited selling talk behind it.

Study and know each article from its history to its actual use. Most salesmen are weak when it comes to their sales talk after the first "rally"—you should have every claim and objection clearly in your mind in four or five combinations of words.—*Advertising and Selling.*

BRINGING IN THE ONLOOKERS.

"WHILE I was seated in the office near one of our show windows the other day," writes Mr. F. W. Boyns, of the Stone & Heard Crockery Co, Santa Cruz, Cal, "two ladies stopped to look at our window display. One of them particularly admired a hand painted plate which was not priced. Wishing to know how much it was, she asked the other lady who was with her to come in so that they might inquire. At this point I overheard her companion say, 'Oh, no! I wouldn't go in there. I don't want to buy anything, and they won't like it.' Upon looking I recognized one of the ladies as an acquaintance from another town, and I immediately went out and invited them in, at the same time impressing upon them that they did not have to buy anything. The two entered the store and spent at least an hour admiring the different lines of goods, and incidentally one of them found a pattern of dinnerware she said she had been looking for for a long time."

This incident so impressed itself upon Mr. Boyns' mind that he has done two things: first, he has sent a letter to his customers relating the occurrence, and stating that one and all are welcome to visit the store at any time whether they wish to make purchases or not. Second, he has set aside Saturday afternoon and evening for visitors

In the course of his letter to his customers her says: "We will keep our store open for visitors only on Saturday afternoon and evening. In others words, we will refuse to take orders at this time, so that you will not feel that you have to buy in order to see on stock. At this time our Mr. Boyns will be on hand to answer any and all questions relating to our china and glassware, and if you have any china you wish to know about he will gladly enlighten you to the best of his ability."

As the success of a store depends upon the quality of services rendered to the community at large, the step that Mr. Boyns has taken to induce the people to enter his establishment and inspect his goods without being under any obligation to buy is one in the right direction. This should create goods will, and is a method that other merchauts can follow to excellent advantage. It is a plan we recommend that all aggressive merchants adopt.—*Housefurnishing Review.*



Cut Glass Electrolier.

At L. Straus & Sons.

Humor in Advertising.

SHOULD a man, simply because he writes advertisements in an effort to sell goods and incidentally to keep the wolf from chewing off the family door-knob, look and write like a chauffeur on a hearse? Highbrows ever and anon, usually ever, speak from the printed page of the advertising magazines, saying, with a dignified and eloquent digit pressed against their brows, that humor has no place in advertising. They would have all ads somber and funereal; they would have the adman sing naught but dirges, carol naught but threnodies and raise aloft his voice only in such lugubrious madrigals and doleful roundelays as Chopin's Marche Funebre. They would have the ad-founder go up and down the earth with a face so long that his chin dragged along the pave, losing stratum after stratum of cuticle; they would that he should write like the press agent for a morgue.

Does a man who is in the market for shoes, oleomargarine or artificial limbs wish to be peeved before he buys? Say not so and perish the thought. He wishes to be made happy; amused, indeed, for any one who has to "break in" a pair of shoes, mow away oleo or strap on a factory prop needs all the encouragement there is to be had.

The magazines of America today are seeking "funny stories"—and finding few. Try to slip a gloomy story past an editor if you do not believe this. The editor is supposed to know what his clientele wishes. If they want illuminating, cheerful, happy fiction is it reasonable to suppose that they find delight in reading doleful ads?

Not long ago a contributor to an advertising publication, in prefacing an article deploring the use of illustrations in advertisements, said that he had spent fifteen years in the game and that now—here let the mint tremble to its sub-cellar—he was in complete charge of the expenditure of an annual appropriation of $10,000, and felt, after these years of experience and in a position of such stupendous proportions, that he knew whereof he clabbered. It is a bet of a seven-passenger, self-loading automobile against a cement dime that this man's ads read like death notices or the monthly reports of a quarantine station.

It is true that many men with pen in hand and striving to be coy resemble nothing more than a traction wreck, and these should be thrown in when the life-guard is home to lunch. But there are those who can inject wholesome, attractive, gripping, lingering humor into a preachment designed to sell prunes, or shirts. They should be nurtured like the rubber plant in the parlor window. Would that we could see more of them.

This recalls an incident. Some years ago the president (male) of a woman's college in Ohio was telling his befrilled and youthful charges about the Venus de Milo, who, as all know, lost a wing or two in some manner unknown. With much pathos he concluded, after lamenting the accidental amputations, "Would that he could see more of it." Meaning Venus.

Whereupon the young women gave "prexy" a raucous laugh, and the merrymaking marked the finish of the good gentleman.

But the foes of humor must not take heart in the fact that the unintentional quip cost the old man his job of presidenting. The accident simply, but emphatically, illustrates the fact that humor grips, sticks, grows and delivers the merchandise.

Why should a stormy-faced young man, who looks like a soda clerk or a tonsorial artist, point his finger at us from the printed page and tell us, scowling all the while, that we do not know this or that and should go right and do so and so.

Does it attract to read about physical woes or, worse than worst, see them pictured?

Must we have price, price, price shot at us all the time? All buyers are not paupers; all buyers are not squeezing the juice out of currency; all buyers are not bargain-hunters.

But all ad-writers, you say, can not be humorists. Certainly not—if they were they would go into vaudeville or write stories like George Fitch and buy autos and honk at their neighbors. But most of them can let a smile ripple from the pencil once in a while.

The writer has not been writing ads for fifteen years; he refuses to tell how many times $10,000 he spends a year—and he has tried both kinds of advertisements. He has not been frivolous nor foolish; never has a deputy from the lunacy court called upon him; never has his sanity been assailed, and the discovery has been made that people would rather be tickled a bit than be subjected to verbal mayhem, stabbed with an iron sentence, scared with horrible pictures or pilloried in paragraphs of abysmal gloom.

Men want to be happy. Ever see them weeping together while off duty? Men want to laugh; they have trouble enough getting their wishbones against the cashier's desk once a week. Then why, in the name of com-

[illegible] or the common cause of cents, try to sell them [illegible] fter the manner of a dealer in shrouds or tombstones. One need not, on the other hand, be a simpering mollycoddle to evolve the happy ad, but if in his lines there lurks a merry twist of words, an illuminating, cheering sentence or a paragraph that pleases, rest assured that the ad. will make the cash register sing a jocund tune.—*W. B. Herman, in Advertising and Selling.*

LEARN TO LISTEN!

"THE little piece of advice that I would give you this morning, Stephen," said Uncle Hiram to his hopeful young nephew, "is this: Learn to listen!

"We all think that our own experiences are the most interesting that ever were; that the things that have befallen us are the most wsnderful; but don't monopolize the conversation, Stephen.

"As a rule what happened to you doesn't interest the other man at all; what happened to him is what interests him most, and if you are wise you will let him tell you about it; and beware of trying to match his experience with something greater out of your own, which, however greater it may have been, will only make him think less of you, for naturally it belittles him, and that is something that you want always to avoid.

"So let the other man do the talking, Stephen, while you listen. Your interest in what he says will commend you to him as a person of intelligence and appreciation. As he talks on he will have a higher and higher opinion of himself, and, as surely as you listen, a better and better opinion of you.

"Stephen, learn to listen. At your age you should not be talkative, anyway: reticence is a fine trait in any man and especially to be commended in the young; and if to that you can add the grace, indeed, the rare grace, of being able to listen with earnest attention you will get on. Many a man has prospered in this world by letting some other man do all the talking.

"That will be all, Stephen, this morning."—*Sun.*

PORCELAIN POODLES.

THE day of the china and faience poodle may be said to have been in the closing years of the eighteenth century and the twenties and thirties of the last century—a period when the poodle was the favorite pet animal of the contemporary lady.

In the old English china works the dog was a sort of potter's standby, and hardly one firm but turned to the manufacture of this ornament from Bow to Rockingham. In size they vary from about six inches down to one inch, the finest figures being the small ones, often exquisitely modeled. They occur standing, lying down, seated upright, and in many other attitudes. There may be no end to your collection, as you will find innumerable varieties in size and position.

Commonest of poodles are the Staffordshire examples, sitting bolt upright, and very much rarer are the recumbent dogs reposing on royal blue cushions. Porcelain poodles were produced at Bow, but unlike their cousins of Rockingham the Bow canines were lean and scraggy specimens of their race, with legs of an almost impossible thinness. They were modeled prior to the year 1776.

The finest porcelain poodles were produced at the celebrated Rockingham works, and they were manufactured between the year 1820 (or thereabouts) and the closing of the works in 1842—in fact, during the "Brameld period," when the factory was carried on by Messrs. Thomas, George, Frederick and John Wager Bramel. The Rockingham works were situated at Swinton, near Rockingham, Yorkshire, on the estate of the Marquis of Rockingham. The animals themselves are nearly always plain white in color, but sometimes their bases or stands are of a rich royal blue enriched with a gilt line. Occasionally the bases are ornamented with green and gilt foliage, and still more rarely red decoration is to be found.

The Staffordshire faience poodles are much more roughly modelled than their Rockingham relatives, for they were intended to ornament the cottager's humble mantelpieces, not the drawing room of the lady of fashion, and they were retailed at the trifling sum of sixpence each, so that careful modelling and delicate glaze were not to be expected. These glazed earthenware dogs are equal at figure, with large ears, bushy tails, and a decorative note is introduced by the addition of a gilt collar with an elaborate padlock hanging from it.

China and earthenware poodles are now extensively imitated by the unscrupulous German manufacturer; but his fakes are fairly easy to detect. These Teuton forgeries are characterized by a dead white glaze, while the authentic early nineteenth century examples are coated with a cream white glaze, which is frequently a good deal crackled.

FAILURE AND SUCCESS.

THE line between failure and success is so fine that we scarcely know when we pass it; so fine that we are often on the line and don't know it. How many a man has thrown up his hands at a time when a little more effort, a little more patience, would have achieved success! As the tide goes clear out, so it comes clear in. In business sometimes prospects may seem darkest, when a little more effort and what seemed hopeless failure may turn to glorious success.

There is no failure, except in no longer trying. There is no defeat except from within; no really insurmountable barrier save our inherent weakness of purpose.

Fostoria Quality Excels.



Our new No. 1861 Lincoln Pattern of Pressed Tableware is attractive and unique, as nothing similar has been made heretofore in pressed glass. Our lines of Lead Blown Cut and Etched Ware are bigger and better than ever. Samples on display in our various showrooms Jannary 1st.

FOSTORIA GLASS CO.,

Moundsville, W. Va.

SAMPLE ROOMS:

New York, John Nixon, 66 West Broadway.
Philadelphia, Jos. Tomkinson, 213 Commercial Building.
Chicago, H. A. Marshall, 807 Masonic Temple.
Boston, H. T. Edwards, 105 Federal St.
Baltimore, W. T. Owen, 304 West Baltimore St.
Dallas, H. J. Blakeney, 223 Elm St.
Buffalo, A. H. Sharpe, 6 South Division St.
San Francisco, B. F. Heastand, 718 Mission St. Room 302.

MORIMURA CHINA
HAS MADE ITS MARK
ON THE MERCHANT'S MIND.

The Morimura Line for 1912

Represents the BEST

IN VALUE.
IN NOVELTY.
IN QUALITY.

MORIMURA BROTHERS

546 and 548 Broadway,

NEW YORK.

Nineteen Hundred and Twelve

GREETINGS!

Charles L. Dwenger

IMPORTER,

French "A. K.,"

"Barclay," "Classic," "Royal" and other
celebrated shapes in

Bavarian and Austrian

WHITE AND DECORATED CHINA

No. 41 Barclay Street, New York.

With the Old, Old Wish,

"A Merry Christmas

and

A Happy New Year!"

Messrs. Robert Slimmon & Co.

96 Church Street, New York,

extend to you a hearty invitation to call at the above address and look over the attractive line of goods they are offering for your inspection

A complete assortment of the latest novelties as well as the shapes and patterns which through their obvious merits have become standards.

. . . From . . .

A. J. Wilkinson's, Ltd.
Bourne & Leigh.
Upper Hanley Pottery Co.
J. H. Weatherby & Sons.
R. Sudlow & Sons.
Shorter & Sons, Majolica.

. . . and . . .

Collingwood Bros., China

Early Glassmaking in America.

THE honor of having made the first glassware within the limits of the thirteen colonies belongs to Virginia, and to this day Virginia and West Virginia have been prominent factors in the production of glass and glassware, West Virginia latterly having become the leading state in the manufacture of window glass, this being due to extensive deposits of natural gas, which a few years ago was available at very low prices, but as a result of a heavy drain upon the gas pockets of that state prices in some districts have been regularly advanced until cheap fuel is not the drawing card it was six or eight years ago. The London Co., which colonized Virginia, sent over with Captain Newport on his second voyage eight Poles and Germans who were to make glass, and it is a remarkable fact that while Newport's vessel reached the banks of the James river in 1608, the return cargo, which started for England in 1609, contained glass bottles and vessels made in the factory built within a mile of Jamestown during the brief space of a year.

The Jamestown works made glass only a few years, the records of the colony showing that it had fallen to decay in 1617. A second factory was built by subscription in 1621 for the manufacture of beads, which passed as currency among the Indians, but the works were destroyed at the time of the massacre in 1622, the Italian glass bead makers brought over by Captain Norton escaping with their lives. The glass workers are referred to in a letter to the London Co. dated February 20th, 1623, after which all trace of them is lost, and it is highly probable that all attempts to make glass in the colony ceased after 1622.

There is a record of a factory being in operation at Alexandria, in 1787, and M. De Warville, who visited the works in 1788, states that the works exported 10,000 pounds of glass in the previous year, and gave employment to 500 hands. The latter is doubtless an exaggerated statement. No further record of glass making in Virginia exists until 1811, when a Dr. Adams, of Richmond, induced workmen from the Essex street works to accept work in his new factory in Richmond. The attempt to make glass proved a failure, and the works were abandoned after a few years. No glass was made in Virginia from that date until 1895, when a company of New Jersey workmen started a small factory with 8 pots in Alexandria, under the style of the Virginia Glass Co., and a portion of the same workmen started a green bottle factory in Richmond in 1898, with 18 pots, under the name of the Southern Glass Co.

No glass was made in West Virginia until 1815, when a flint glass works was established in Wellsburg, Brooke county, which employed 14 men and 12 youths, had a capital of $12,000, paid $8,000 in wages annually, $12,000 for raw materials and running expenses, and made excellent glassware to the amount of $20,000. At the tariff convention of 1831 Wellsburg was reported aa having a factory of 15 pots, and Wheeling was credited with a 6-pot factory. In 1840 Wellsburg still had only one factory, while Wheeling reported three, the size and class of ware made not being reported. Reliable local history, however, shows that the manufacture of window glass was established in Wheeling as early as 1821. In 1829 John and Craig Ritchie built a flint glass factory on a site opposite to what afterwards became the second ward market house, and their fine blown and rich cut glassware brought them both profit and fame. Their success induced others to embark in the business, and the celebrated works of Messrs. Sweeney, whose excellent flint and cut glassware made Wheeling famous as a glass-making center, was put into operation in North Wheeling in 1835. This was followed in 1838 by the erection of another large flint glass works in the extreme south end of the city by Plunket & Miller, the works being afterwards owned and successfully operated by Hobbs, Brockunier & Co. until 1888, after which it passed into other hands, being finally bought by the United States Glass Co. in 1892 and dismantled. With Hobbs, Brockunier & Co. was associated Willam Leighton, Sr., the expert and veteran glass maker, who introduced the manufacture of lime glass in the factories of the Ohio valley, the business as a result being greatly enlarged, and assuming proportions at Wheeling and Bellaire which rivaled, from 1865 to 1885, the city of, Pittsburgh in the variety, quality and volume of its prodncts. The South Wheeling works made both pressed and fine blown flint and colored glassware, its ruby and amberina, cased and flashed ware, and crystal glass chandeliers, with cut

pendants and pressed curved arms, being among the finest products of the glassmaker's art The products of the Central Glass Co , especially its light pressed seamless stemware, which attracted the general attention of European glass makers when exhibited at the Paris Exposition in 1878, deserve special mention.

Vermont made some glass in 1840, two factories being reported in the census of that year, one being in Addison and the other in Chittenden county; but no glass has been made in that state since. Neither Rhode Island, Maine nor Delaware ever cut any figure in the manufacture of glass, although the latter had a window works in operation at Wilmington for several years.

The first glassware made in New Hampshire was blown in the town of Temple in 1780; window glass was made at Keene in 1814, black bottles being made at the same place in 1817, and in 1840 William Parker started a window glass works at Middlesex, which continued in operation till 1848, when it was closed down as a result of the lower rates of duty imposed on foreign window glass by the tariff revision of 1845. In 1866 a bottle factory was built at South Lyndeborough and operated till 1883, when it was abandoned, since which time no glass has been made in the state

The first factory in Connecticut was located at New Haven in 1789, a second works being in operation at Hartford in 1820 which made bottles for a term of years. In 1831 a factory is reported at Wellington, the product being window glass, but no other information about the works is recorded. In 1840 two establishments are reported in Tolland county, making $32,000 worth of glass, one of them being the Wellington works, and the other also probably making window glass. In 1850 only three works are reported; in 1860 two factories are reported in Windham county; in 1870 three factories, the product of which is not specified; and in 1880 only one flint glass works, at Meriden. Some fine cut ware is still made, in the production of which blanks made outside the state are used, no glass having been manufactured in the state since about 1880.

Maryland began to make window glass at Federal Hill, Baltimore, in 1790, while John Frederick Amelung spent a fortune in trying to establish the flint glass industry at Tuscarora Creek, four miles from Fredericktown, a pair of engraved flint goblets from the Amelung works, bearing the General's coat of arms, being presented to Washington. Three factories, making window glass and bottles, are reported in the census of 1810, two being located in Frederick and one in Baltimore counties. In 1820 three works are reported, two in Alleghany county, making bottles and window glass, and one in Baltimore, making window glass. In 1831 there were two flint bottle plants in Baltimore and one window glass factory at Baltimore and one at Cumberland.

Ohio commenced to make glass at Cincinnati in 1816, a green bottle and a window glass works being built and put into operation during that year. In 1820 both window and hollow-ware were made in Hamilton county, to the value of $19,000, while two works, making flint and cut glassware and window glass, were in operation at Zanesville during the same year. In 1831 a window glass factory at Zanesville and another at Moscow were reported, but the census of 1840 failed to report glass as among the manufactured products of the state. In 1850, however, Ohio is credited with six works, in 1860 with four, in 1870 with nine, three window and six flint bottle and tableware factories In 1880 the state had ten glassware factories, producing $1,067,320 worth of ware; four green bottles works, making $115,000 worth, and six window glass factories, making $358,000 worth of glass. In 1890 Ohio had 59 factories, the discovery and utilization of natural gas in various parts of the state having given a great impetus to the industry. The thirty flint glass works produced $3,554,370 worth of ware; seven green bottle factories made $519,015 worth of glass, while twenty-two window glass works made $1,575,797 worth, or a total of $5,649,182, placing Ohio next to Pennsylvania as the second largest glass producing state in the union. In 1900, however, she dropped to third place, her former position being taken by Indiana.

Of the Southern States, only Virginia, Kentucky and Tennessee made any glass prior to 1880 Alabama had a small flint bottle factory in operation at Birmingham in 1889, but it operated only a few months. Mississippi had a window glass works about 1881 near the coast, in which Samuel Campbell and other Pittsburgh workmen were interested, but the intense heat and dissatisfaction among the workmen led to its speedy discontinuance. Georgia built her first flint bottle, chimney and glassware factory in 1885, under the management of August Weyer, who took with him a set of workmen from Wheeling. Brilliant and Bellaire, the factory continuing for several years.

Illinois built her first factory at Alton in 1867, which has since become one of the largest flint and green bottle works in the world. Other works were built at a later period at La Salle, Ottawa and Streator, window glass and bottles being the main product, though at present figured and rough and ribbed glass and bottles are being extensively made at Streator.

California's first glass works, making bottles, was started in 1863 at San Francisco, the works having latterly been greatly improved and enlarged.

Iowa had a window glass factory at Buffalo about 1875, but it only operated during one year, and was abandoned. Kansas built her first factory at Fort Scott in 1893, but the works were abandoned after operating a few months. Wyoming had a window glass works at Laramie City in 1890, but it was aban-



Couleurs de Four Vase

Made by Porcelaines G.D. A. or the Chicago Exposition. 1893.

doned after working a part of two years. Minnesota had a chimney and a general flint factory at Minneapolis in 1890, which operated about two years, and then shared the fate of the majority of far western factories. Colorado started a flint glass works in Denver some years ago, whose furnace blazed for a season and was extinguished, its only factory at present being a six-pot bottle plant at Valverde. Wisconsin has a large bottle factory at Milwaukee which has operated successfully since 1881.

In the Inca Whistling Jug.

THE club members were circling the fire waiting for Whitten, the Peruvian expert, to bring arcund Dr. Ritzhoeffer. There were only six excepting the invited guests. None of their names may appear here, for it is one of the unwritten rules of the Discoverers Club that no man, whether he has scaled a peak in the Himalayas or only traced another tributary of the Amazon to its source, may seek advertisement. The glory of the open places and the untopped heights of the world is sufficient when only the little circle of the Discoverers is there before the fire to appreciate. One may say without fear of divulging identities that on this night in question two of those who snuggled their highball glasses in their hands had just come back from the unexplored north coast of Alaska; one man with a scarred cheek had collected a thousand different kinds of edged weapons from the natives of Mindano. Another knew the tribal customs of the Euluths in southwestern Mongolia.

Archæologists at Harvard or in Copenhagen or Edinburgh do not have to read a description of Dr. Adolph Frantz Ritzhœffer; but for the benefit of people who do not know all about the Maya culture in Yucatan or the phallic signs of the Shepherd Kings one may sketch him with three strokes. All Teutonic, with a great weight not clogging great strength; fiery red hair and beard, blue eyes and a voice like a tocsin. Above all, a presence reeking a definite air of mastery and indomitable will. When Dr. Ritzhoeffer laughs, which is rare, it is a laugh to rouse the stationary post cop three blocks away.

In ten minutes the doctor was brother to all. With his thickly burred speech he rolled and rumbled little bits of story and anecdote. His blue eyes smiled through clouds of cigarette smoke and his beard wagged humorously.

"I haf promised you a little interesting thing tonight, my friends," he finally said after half an hour had brought the warmth of comradeship up to a caloric maximum. "It is a leedle experiment which I will make before your eyes. I do not know how she is coming out no more as do you; so we are all equally interested, hey?"

There was a quick shuffling of chairs closer and an eager propping of chins on elbows. The doctor let his merry eyes run over the faces marked clear and white by the firelight and he smiled. Then he reached back into a pocket of the ridiculously tent-like frock coat that he wore and brought from it a package about as large as his two fists. He took many wrappings of tissue paper from it and fiually set down in the lamplit circle on the table an outlandish earthenware object.

It was shaped roughly in the semblance of a bird, like a bird sprouting from a potato. Wings were traced in the baked clay; there was a head and a bill, which had at its tip a round opening. In the middle of the back a little square cover fitted into another opening. The clay bird stood grotesquely on four peg feet, like a duck with sleeping sickness.

"See this liddle beauty, gentlemen?" the doctor exclaimed. "It is a Peruvian whistling jug—just a whistling jug as you and I look at it. But I haf an idea, gentlemen; I haf an idea that it is something many times more interesting, and we are here tonight to see."

The German took up one of the glasses of water from the table, lifted the top from the middle of the clay bird's back and poured about a glassful of water into the clay image.

"Now, listen," he said, and he raised the bird by the tail and inverted the beak over the glass. A thin stream of water spouted from the bill in little gouts. It came only intermittently, and between each jet of water a soft, burbling whistle came from somewhere within the clay form of the bird. It sounded like the first effort of a very little boy trying to purse his lips to a tune.

"Very pretty, that, hey?" The doctor turned his great head from one to another about the group. "I will not try to make an explanation now of the mechanism which produces thus the whistling. There are pipes inside and there is a little round stone that goes bobbledy-bobble, stopping the water and letting the air suck through the pipes. It is very neat, yes?

"Now, there is nothing especially unusual aboudt this whistling jug. There are many of these such in the Inca ruins. But, listen!"

Dr. Ritzhoeffer stopped abruptly and seemed to be struggling to find concise English for his speech. He began thus:

"You all like to read detective stories—sometimes when you are tired and your mind is—ah—jaded. So do I. But nefer have I read a detective story 2,000 years old. No, nefer. Worse yet, nefer have I worked with my own brain a detective story 2,000 years old. Nefer before now. But now I am working such. To-night we come to the end of that story.

"You have been in that Museum of Natural History, of course. And you are seeing there many times the Green Woman. She lies there in a case just as I found her in the shaft of an Inca copper mine down in the Andes. She is petrified by the drippings of copper water—petrified just as she lay when she was killed. Even, you remember, the anklets of fur are by her ankles, so lifelike is she.

"Ah, yes, you have all seen her. But do you notice when you are looking at her that her right hand is extended and her fingers they are crooked, as if she were holding something when death came to her? No; then look again when next you go there, for this little whistling jug was what she was holding. By a miracle it was not smashed when the rocks fell down and buried the Green Woman. When I dug her out very carefully this little whistle bird was just beyond the tips of her fingers, where it slipped from her hand when death came to her."

One man in the group gingerly touched the tip of of the clay bird's bill and drew away his hand suddenly. The doctor smiled. "But come," he said, "I must not keep you always anxious. I hurry through my detective story.

"This Green Woman I found several years ago. She goes to the museum; the jug I keep. But when I go back to Peru and to the same place where the Green Woman is found I make many interesting discoveries. First place, I trace through the picture and the writings the story of the Emperor's jewel. Bit by bit, on pieces of crockery and on writing on the walls is this the story of the Emperor's jewel and how it is stolen so many hundreds of years ago. The pictures say a slave stole it from his treasury.

"Now we are getting there, gentlemen. In the shaft of this old copper mine are bones which are not mummified. They are skeletons, three of them. By chance of God only the Green Woman lies under a trickle of copper water and she is a mummy. What do I find about these skeletons? Ha! you ask. I find each has his head broken open, with the marks of a cutting instrument on the skull. And I find by the skeletons, each one, the fragments of little whistling jugs such as this one. By the Green Woman is a whistling jug that is not broken.

"What does that mean? I do ask myself that time and time, and no answer. See here! I go and look 2,000 years back to what happens in that copper mine. Slaves only work the copper mine, men and women both. But do slaves have whistling jugs? No. Yet here are three skeletons of slaves—yes, I say for argument they are slaves; each has been killed by a blow on the head and each whistling jug has been broken open.

"Why? Ah, believe me, gentlemen, that is a question that hammer-hammers through my head. Why? And there is the Green Woman with a whistling jug by her hand. Providence spares the woman's form in permanent copper; but what spared the jug?

"Wait! I argue to myself. I reconstruct. The Emperor's jewel, it is in my mind. The picture and the writings say a slave stole the Emperor's jewel from the treasury. There in the shaft three slaves are killed and the whistling jugs they had are broken open—in search? Yes, say I.

"The fourth slave, the Green Woman, she is killed—you may trace with your finger the slit in her skull, but you cannot see it standing and looking through the glass of the case. For some reason her whistling jug is not broken. Who knows why? A wall fell just then and the Green Women was buried beneath rock? The assassins were driven off? Maybe; but that was hundreds of years ago, and events leave no trace on rock. So——"

The doctor stopped there. A chunk of coal dropped in the grate, and the noise was like the slamming of a door.

"So?"

Dr. Ritzhoeffer picked up the clay bird and shook it. A faint rattle sounded through its bulging sides.

"Every whistle jug has a little round stone in it to go bobble-bobble against the air vents," the doctor was saying, "but this one——"

The big Teuton let his eyes pass slowly from face to face. He saw a spell written deeply in the lines of mouths and narrowed eyes Upshooting pencils of cigarette smoke jiggled from fingers that could not be still.

"And so, gentlemen, to-night we come to the end of my detective story. Is it or is it not to be?"

The doctor picked up a paperweight and smashed the clay bird to flinders.

A limpid bubble of green fire hopped from the clay sherds and rolled over the smooth mahogany. When it came to rest all the light from the lamp was sucked into it and hurled back in a dazzling shaft.

It was an emerald, as big as a plum pit.—*Sun.*

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Great variety and large stock.

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WE thank our many friends for the business placed with us this year, and sincerely hope their only regret is that they were unable to get more of our goods.

We wish one and all a Merry Christmas and a Happy and Successful New Year.

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The shapes are many, new and novel.

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The World's Greatest Toy Market.

NEW York is by far and away the world's largest toy market. The annual volume of trade at wholesale prices is $75,000,000, and of this a large part is shipped out of the country, mainly to the great fairs of Europe and Asia.

In mechanical toys and in toys made of iron, tin, lead and brass New York has ranked first as the world's largest market for twenty years. More recently the local toy interest has branched out in building wooden toy making factories in the lumbering regions, where much of the refuse from sawmills makes fine stock for toymakers and can be obtained at such low prices that European makers of wooden toys cannot compete against the larger producers of American wooden toys who push trade throughout Europe and Asia.

There are 9,583 live patents issued by foreign nations to New York makers of mechanical and other toys. This assures a good market for those toys in countries which possess 250,000,000 children. Exports of toys from this city begin to be large in July, and the trade holds out until late in October, when all large consignments for the great marts of Europe must be forwarded to meet requirements for Christmas and New Year trade. A remarkable development of the toy trade for export has been going on since early summer in the shipment of all kinds of toys to India for sale during the celebration of the Durbar, otherwise the crowning of King George V. as the Emperor of India. It was 600 years since the coronation of an Emperor of India, and for that reason the 600 native princess of India arranged to give great public entertainments, with special gifts to children, throughout India, and the great bazaars of Calcutta, Bombay, Delhi and other large centres of population supplied special attractions throughout November to bring in millions of people from the rural districts.

A number of Parsee merchants came here several months ago to buy mechanical, electrical and other kinds of toys for the account of the Durbar festivals in all part of India. They were desirous of buying toys made by Canadian Indians, but they found on going to Canada that all the products of the Indians in those lines are sold early in the spring to peddlers who work the summer tourist trade in Canada and New England. The Parsees then induced local toy makers to produce Indian pattern toys, and dolls with North American Indian features and dressed in Indian dress, and also cowboy and cowgirl dolls, Indian bows and arrows, toy canoes of birch bark, moccasins, basketry and beadwork, all from Canadian Indian patterns. There are now residing in this city about 125 Indians who do fine work in basketry and bead work and in toys to the order of local toy trade factors.

Rag dolls, all made by women and girls in this city, are sold in all countries. A Brooklyn woman who a few years ago began making rag dolls for one retail toy shop now employs 300 girls in her factory and farms out work to 500 women in and around this city. A Harlem women who originated negro dolls handsomely dressed for sale to well-to do colored families has built up a national business and has found a good market through local toy exporters to North Africa, where many kinds of American toys are distributed by caravans over enormous trading zones.

Most of the distribution of American toys for account of the great fairs of Germany, Austria-Hungary, German and Russian Poland, and parts of Asia within the zone of Russian trade influence is by local salesmen of the Jewish race who were born in Russia, Poland or Austria-Hungary. These agents speak the several languages and dialects that are in general use by the traders at the great fairs of Europe and Asia, and they know all about the making of and the markets for all kinds of American toys vended abroad.

All these Jews who trade for American account in Russian dominions are unaffected by the anti-Jewish edicts, as they enter from Germany and are well protected under the traveling salesmen clause of the treaty between the German Emperor and the Czar of Russia. It is as special trade representatives of great German importers of American products that they go to and fro in the dominions of the Czar.

There is in Europe a craze for American toys such as birch bark canoes, bows and arrows, India war chiefs' bonnets of feathers and red flannel, dolls in Indian and cowboy costumes, electrical and mechanical toys and all kinds of Yankee notions such as are sold by street fakers in this and other American cities. A considerable number of American cowboys and Indians are employed at good pay by toy makers and exporters to be seen in full rig and feather at the principal stands for the sale of American toys and notions at the great fairs in Europe.

A factor in making American toys popular in

Europe in recent years is the large number of gifts of toys sent from here by fathers, brothers or sisters of little Germans, Russians, Poles, Austrians or Italians. There are many imitations of domestic toys in Europe, but the majority of buyers prefer the genuine American made toys, which while they cost a little more than the imitation products are far better in quality and last longer. This city has become the world's great toy market mainly because it is also a great manufacturing center for many kinds of wares that have remnants and odds and ends which furnish the material that enters into millions of toys.

New York makes six times as many toys of sheet tin and iron and steel and pewter as London and Paris, and this is mainly because the manufacturing zone of this city makes in oil and varnish cans and other products of sheet tin and iron and steel and spelter more than is made by all the plants in Great Britain, and the trimmings from the tin and others heet metal works supply materal for toys at prices with which no foreign nation can compete.

Toy banks in metal, an American invention, are now shipped to all countries. There are upward of 250 patters, ranging from a tin bank that retails at two cents to an elaborate and artistic design in polished steel and bronze with plate glass panels that retails at $5. In toy wagons, barrows, guns, tool chests, tools, garden implements and boats the home and ex port toy trade is growing by leaps and bounds.

Many supposed German, Swiss and French made toys on sale in this country are made in this city and its vicinity. In many instances the makers are German, Swiss or French workers who emigrated in order to be near the world's greatest market and where the low prices for wood and other materials as compared with cost in Europe give marked advantage to American toy makers and distributres.

One great toy distributing house in this city, with branches in many domestic and foreign cities, catalogues 47,000 varieties of toys of recent domestic design that are sold the world over. Inventors and designers of toys and Yankee notions are liberally paid by the manufacturers centred in this city. A local lawyer who invented several toys for the amusement of one of his children confined in a hospital found that the house surgeon had brought a friend in the toymaking trade to see the toys. The manufacturer offered the lawyer a royalty that last year gave him $16,000.

The present chief owner of one of the largest metal working factories in this city landed here from Russia a few years ago with just the equivalent of $5. He bought a few tin toys and peddled them. To attract attention to himself on the street he made a whistle that imitated the lark. A toymaker offered him a royalty and from that the inventor made enough money in five years to found a business that now employs 3,500 men and women here and in Germany.

A German Jew who landed here a few years ago as a modelmaker and became a worker with Thomas Alva Edison invented several electrical toys for the amusement of his children. He sold royalty rights to a toy house that in two years paid him $75,000 and gave him an upward lift in manufacturing that now enables him to employ 12,000 factory hands in Germany, Russia and Italy—*Sun.*

A WINDOW-DRESSING SUGGESTION.

VERY few tradesmen in our industries get the full benefit from their window of which it is capable. There are many well-meaning, honest dealers who buy their stock with care, and if they sell it well and good, but if they do not sell it they put it down to "bad trade," and think they cannot do more; so they let matter sdrift, says the London "Pottery Gazette.' Business wants a considerable amount of "pushing' in these days. Rest assured of this, that if the trade of your shop is not going ahead it is going back It is a trite saying that there is no standing still in business.

The china and glass dealer will find that his window is his most effective advertisement. He should make it so attractive that those who pass by will be constrained to stop and look at it whether they are thinking of buying or not. If he does this he has impressed on their minds the fact that when they want anything they see in that window they will know where to go for it. There is a great art in dressing a window in any line of business, especially in our trades. We have frequently made suggestions for dressing a window with china and glass, and we know some readers have found them useful. But we have recently seen a more effective window display than any we have suggested. The chief purpose of a shop window is to attract attention, and a dealer will try to do this by judiciously displaying an assortment of useful and ornamental china, earthenware and glass, and he will change the contents of his window at intervals, always depending upon variety and a nice arrangement of colors to catch the eye.

The writer then tells of a window in one of the London stores which proved a great attraction and brought a large number of customers. It contained nothing but plain white domestic ware, and was an object lesson in the number of useful things that are made in white granite, and an even more striking example of the effect that can be obtained with one class of ware only. Even if you have only one window, he continues, try the experiment and dress it for a week with one class of goods only. The people in your locality would always remember your "white window," and, remembering it, would come to you when they wanted "white ware." Linen drapers have their "white sales," why not china dealers?



Glass Candelabrum and Centrepiece.

By The Enterprise Cut Glass Co.



DAINTY BORDER PATTERNS AT VOGT & DOSE'S.

A Pottery Necessity.

WITHOUT sponges of the very best grade no potter would be able to turn out his work. Every piece of pottery manufactured must be sponged off several times before it is finished. Many efforts have been made by expert potters and others to find a suitable substitute for the sponge that would be efficient and would not spoil the ware. To be practical it must also be as cheap as or cheaper than a sponge. Experiments have been made with many different things with this end in view, but all have proven failures. The nearest substitute was a sponge made of rubber, but when used it was found that it "slurried" the ware. Another objection was the inability to work the clay from it.

Although considered as a plant by many persons, sponges, in their normal state, are really animals, and are found in water in every part of the globe, but only in quantity in suitable locations. They can only live and flourish where they are supplied by microscopical plants and animals, which must come to them as rain to the plants. In their natural state they resemble a jelly fish or a mass of liver, the entire surface being covered with a dark, slimy skin, which is perforated to correspond with the apertures of the canals, commonly called "holes of the sponge."

Commercial sponge is in reality only the skeleton of the animal, which consists of interwoven horny fibres. These fibres consist of a network of fibrils, whose softness and elasticity determine the commercial quality of any given sponge.

A sponge or bed of sponges usually requires about three years to fully develop. To properly protect these immature beds of sponges the different govenments have various laws to prohibit fishing or diving. In some countries a special time for fishing is set, while in others certain apparatus is prohibited.

Sponges are obtained by different methods in different localties. In the Mediterranean it is by means of divers, both with and without diving apparatus. The work of these divers is very hard, they being trained for it from their youth up, and seldom living over thirty years. In the Florida and West Indian waters the fishing is done in a flat-bottomed boat called a "dinghy." The sponges are located with a special apparatus, called a sponge glass, which is an ordinary wooden bucket, the bottom of which has been replaced by a piece of ordinary window glass. The fisherman places the bottom of this bucket on the surface of the water and thrusts his head into it. In this way he can distinguish the sponges in very deep water, being able to tell the good from the bad. When suitable sponges are located they are brought up by means of a long pole with a sharp curved double hook. After being cleaned and dried, these sponges are placed on strings about six feet in length and taken to the markets, where they are then thoroughly cleaned, trimmed and packed in bales weighing from 15 to 100 pounds, in which form they are sent to the potteries.

In commerce sponges are found in many different varieties, namely: sheepwool, velvet, yellow grass, glove, reed, hardhead and wire, all these coming from Florida and the West Indies, and each variety having several different grades. The Mediterranean gives us "honeycomb" sponges, commonly called Mediterranean or Turkish bath," "silk" or "surgeon's," "elephant's ear or "washrag," there being several different grades of each variety. Varieties of sheepwool are named Rock Island, key and metacombly, obtained from Florida; Abaco, Cuba and Nassau from the West Indies, these names being given in order as to quality, the most valuable being the Rock Island. These are of strong fibre and best form, being

therefore the most valuable to the potter and the one used mostly. The other five grades of sheepwool sponges are inferior and not at all adapted to pottery work.

Sponges from the Mediterranean are superior in quality to those obtained from either Florida or the West Indies. The horny fibres are less pronounced and they do not grow to the same thickness. They are much finer in texture, more pliable, and grow in deeper water. They are much cleaner and more free from impurities; consequently harder to obtain.

The various grades in order of their value are: white Turkey or silk surgeon, brown Turkey or Zimocha, elephant's ear, mandruka, Turkish cup and Turkey solids. Of these varieties the Zimocha, elephant's ear and mandruka are used by the potter in his work. These are all known as "fine sponges."

The question of propagating sponges both as to the Florida and Mediterranean varieties, has long been discussed and is now thought to be feasible. Extensive ezperimenting has been done along this line, and although good results have been obtained, the product does not come up to that produced by nature. An elaborate process is used in this system of propagation and it is thought that it will be a success.

Owing to the great advance in the cost of sponges during the last few years, due to the scarcity and the result of over fishing and increased demand, the packers in Florida have resorted to "loading" sponges that are sold by weight, so as to keep the price down and thus seem to be asking the same price as formerly when in reality they are asking from twenty to twenty-five per cent higher. Several methods of "loading" are in vogue, such as injecting sand or marble dust into the sponge, washing the sponge in salt solution or by injecting glucose or heavy syrup. The buying of a loaded sponge should always be avoided, as better value can be secured by buying from pure stock.

The center of the sponge market in this country has shifted within the last ten years. At that time the center was Key West and fishing was done in water from twenty-five to thirty feet in depth. Owing to the scarcity from constant fishing the center has moved up the Gulf of Mexico about 200 miles and is located now at Tarpon Springs, Fla. Fishing is done in the water there at a depth of as much as 125 feet.

Practically all sponge houses send their best stock to the pottery centers, knowing that a ready demand and good prices can always be secured.

KNOW YOUR CUSTOMERS.

IT is human nature to prefer to do business with men we know. Personal acquaintance is a strong factor in holding trade; the re ailer who knows the head of a manufacturing concern with which he does business is very much disinclined to make a change—particularly if he feels that the manufacturer takes even a slight personal interest in him. And the more prominent the manufacturer the truer this is.

Personal acquaintance with the traveling man does much, of course, to hold trade—if the traveler is of the right sort. But his influence is small indeed compared with the man at the head, or close to the head, of a good business.

It is true that the manufacturer cannot go around the country calling on the trade and getting and keeping acquainted. He is too busy a man, and his time is valuable. But how about the retailer who comes to the city, as most of them do? That is the time when the personal touch and the personal interest can be shown.

This is the way one of the most prominent American manufacturers handles this important subject: Every traveling man is required to keep close tabs on the business and personal affairs of every man who buys from him. No detail, even of a family nature, is too small to be recorded and reported to the house. All this informatien is carded, and kept up to date. Then, when Albert B. Anderson of Altoona turns up he is asked if he wouldn't like to shake hands with the president before he goes. Naturally, he would be delighted.

A few minutes before the introduction his card is taken from the files and placed on the president's desk. When Mr. Anderson is brought in, that important personage grasps him by the hand and asks him how business is in Altoona. That is a little surprising—no one has mentioned Altoona. Mr. Anderson replies that business isn't any too good. "Oh, I don't know," responds the president; "seems to me I remember the boys telling me that you bought a Peerless auto last fall—that doesn't look much like hard times." Or, "Well, I'm glad that our line seems to be going well with you, anyway. You've bought quite a lot more of us this spring than you did last. How is that boy of yours getting along in the shoe business?"

Now, this manufacturer is a big and busy man—one of the most prominent in the trade. Consequently Mr. Anderson goes out from a three minute interview with his head in the air and a smile that won't come off for a week. It will be a pretty hard matter for a competing house to get any of his trade.

No matter where the customer may come from, or whether he be a large buyer or a small one, this system makes it possible for the head of the house to say a few personal words that show a knowledge of, and interest in, his affairs. It takes but a few moments—no longer than the usual interchange of meaningless salutations—and it is far more efficacious than dinners and theatre parties in the company of some subordinate.

Such methods as these take time, thought and work. But they differentiate the man who gets to the top from the man who gets part way.—*Advertising and Selling.*

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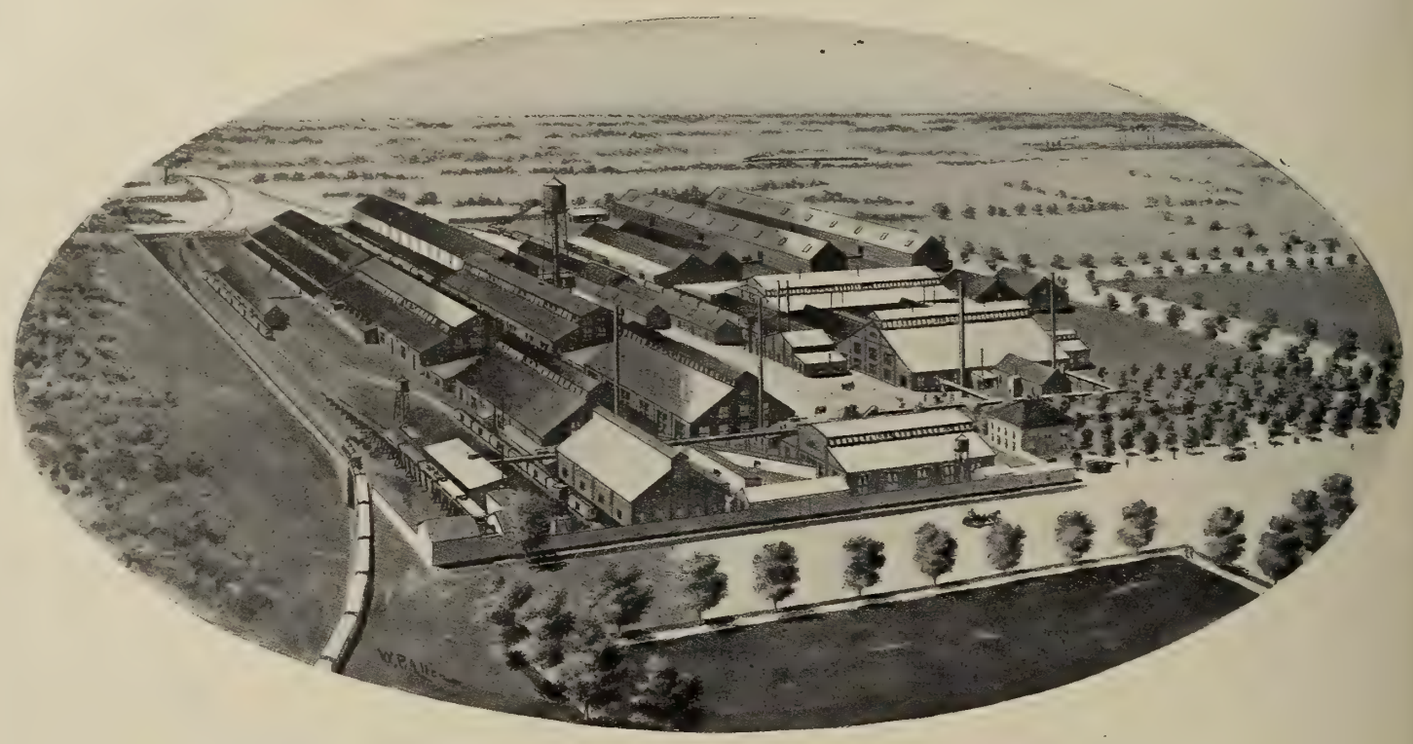
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1911

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2. We have the greatest productive capacity of any factory making a similar class of ware.
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We will not be represented in Pittsburgh during the coming convention, but will be glad to see any of our friends at our office in Columbus, where we show a complete line of all ware that we manufacture.

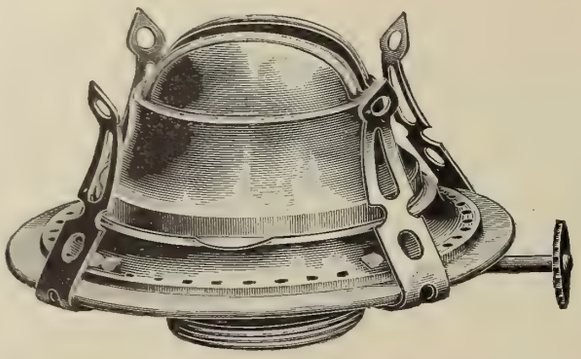
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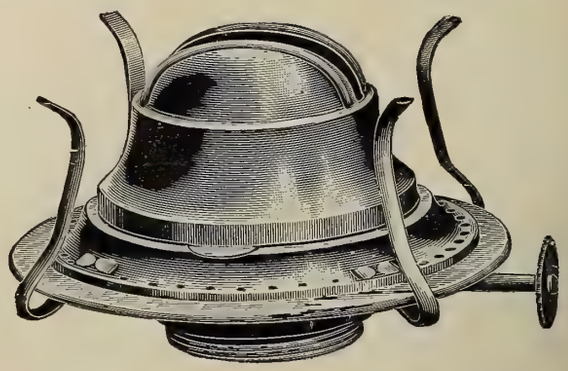
Leave	Pittsburgh	1:35	a.m.	No. 21	Arrive	Columbus	6:40 a.m.	Local sleeper
"	"	4:50	"	" 7	"	"	9:55 "	
"	"	8:15	"	" 19	"	"	1:45 p.m.	
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"	Columbus	9:05	a m.	" 18	"	Pittsburgh	2:15 "	
"	"	12:50	noon	" 14	"	"	5:50 "	
"	"	5:35	p.m.	" 40	"	"	9:55 "	
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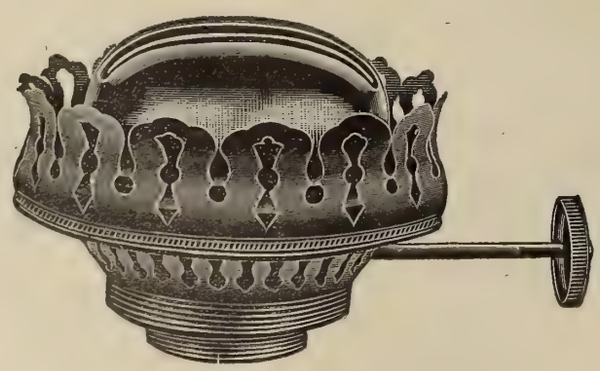
LAMP BURNERS, LAMP TRIMMINGS, LANTERNS, SCREW TOPS FOR BOTTLES.

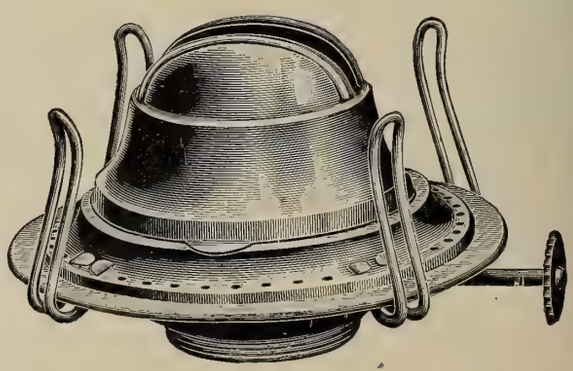
We make a larger variety of cheap, medium and high grade burners than any other manufacturer in this country.

The combustion of our burners is perfect, insuring a large, white, brilliant light.

In appearance our burners are neat and compact. They are also strong, rigid and well made.

We have added new No. 1, No. 2 and No. 3 burners to our line.





Established 1857. Incorporated 1896.

The Vodrey Pottery Co.,

Makers of the best

White Granite and Semi-Porcelain,

Plain and Decorated.

East Liverpool, Ohio.

New shapes and decorations for 1912. Advance samples now ready. Call and inspect our lines when visiting the market. It will pay you.

A. GREDELUE

Baccarat Glassware

43 to 51 West Fourth St., New York.

Corner Washington Square.

Table Glassware, plain, etched and engraved
Toilet Ware, plain, cut and gilt
Goods for mounting and silver deposit
Special lines for Perfumers
Deep and Light Rock Crystal
Colonial Cuttings
Gold Decorations
Blanks
Electric Chandeliers, Electroliers,
Ceiling Lights, Brackets, etc.

THE SUCCESS OF OUR LIGHT CUTTINGS THIS SEASON WAS IMMEDIATE. WE HAD EXPECTED IT, OF COURSE; BUT HARDLY TO SUCH AN EXTENT. THE SAMPLES NOW ON DISPLAY ARE VERY ATTRACTIVE AND AT MODERATE PRICES.

Orders Will Be Taken for Spring Delivery.

Impressive Incidents in Their Business Careers.

DO I remember my first sale?" said E. F. Anderson, of Geo. F. Bassett & Co. "Well, no; but I can recall the first one that made an impression on me. I was about sixteen years old, and I had bought three crates of crockery at a sale at Haydock's, the old-time auctioneers. I took a train and went up to Katonah, N. Y. I don't know why I selected that spot; but I did. I remember very well my first impressions of Mr. Hoyt, the dealer there. With the assurance of non-experience I approached him boldly, announced that I had a bargain to offer, and in almost less time than it takes to tell it had closed out the three crates at a good profit. I went home feeling as though I owned the world.

"I had another experience shortly afterwards, when I was regularly installed as a traveling salesman. I went to Fall River, Mass., and called on L. Nichols & Co., who ran a general housefurnishing store I was struck by the neatness and system evident everywhere, and thinking to ingratiate myself with the head of the concern, spoke of it in high praise and at considerable length. I was still saying pretty things when he interrupted me with: 'Young man, we sell soft soap here; we don't buy it. "However, I managed to sell him a nice little bill of John Edwards's goods before I left.

"The biggest sale I ever made was in Chicago some years later, when in one week I sold between $30,000 and $40,000 worth of English earthenware"

When John J. Miller was approached with an inquiry as to what stood out prominently in his memory in the matter of sales, he said he remembered distinctly the first trip he ever made. He was employed by Ott & Brewer, Trenton, N. J. "I went to Lancaster, Pa.," he said. "I was a stranger in the town, and nineteen years old, but I was full of enthusiasm and firm in the belief that I must sell or I would lose my job. I was the there only one day and succeeded in selling every one of the fivedealers in the place.

"My biggest sale," he continued, "was five hundred crates to one concern at one time, which order was duplicated inside of a year. Another stroke of business that remains in my memory occurred during my connection with Maddock & Steel, when I sold $45,000 worth in one week."

"The first big sale I made was when I was about nineteen years old," said Robert Slimmon. "My employer took me into a well-known large jobbing house in this city, and as we entered the proprietor was standing near the door. Before a word was spoken he put up both hands to 'shoo' us off. 'I want to introduce my new salesman,' said my employer. 'Go away! I don't want to see you,' was the retort, as he walked off.

"The next morning I went again, and met with a like reception. For two weeks I presented myself every day, and received no attention whatever. At last he said: 'You are a most persistent young man.'

"'That is what I am hired for,' was my reply. 'I want to sell you goods, and if I cannot get to you I cannot accomplish my purpose.'

"He laughed, and in a short time I had him engaged in conversation and landed an order for one hundred crates of crockery. I am still selling for that firm, and hope to sell them as long as we are both in business."

Harry R. Churchill says that the most striking sale of his early career was made to E D. Bartholomew when the latter was in business for himself at Decatur, Ill. Mr. Churchill was a very young man at that time, and French goods were only just becoming popular. Mr. Bartholomew had never carried any of this class of ware and was so pleased with its appearance that he gave him an order for $500 worth. It was not so much the size of the order as the fact of introducing the goods so far West that appealed to the young salesman.

"If my first sale had been taken as a criterion of my ability I should have been thrown out of the business neck and crop by E. I Horsman & Co, for whom I was traveling," said R. E. L. Wells, with L. Straus & Sons. "I sold a man by the name of Goldsmith, in Washington, D. C., a bill of toys, baseball bats and balls amounting to $80 He had hardly got out of my sample room before a detective arrested me for selling goods in Washington without a license. In

my youth and inexperience I did not know that it was necessary to procure one, and in consequence was obliged to pay a fine of $250. That was bad enough; but before the bill became due Goldsmith failed, and we never got a cent for the goods."

"I remember my first sale very distinctly," said Henry Witte. "I was on the floor, when my employer called me to wait upon a gentleman. I sold him a dinner set and he gave me the address where I was to send the ware. When I asked for his name he said: 'Put your own card on the package.' I was somewhat perplexed, and again asked him for his name, but he only replied: 'Put on your own card,' and walked off. It was necessary before I entered the order to know who he was, and so I asked my employer, at the same time relating the circumstance. He laughingly replied: 'You are his namesake. His name is Henry Witte.'"



John Davison made his first sale in this country when he came over to the Centennial Exhibition at Philadelphia, representing Brownfield & Son, of England. He sold a handsome centerpiece for $500, and was more than pleased to learn that his customer was the famous artist, Thomas Nast, who had selected it out of all the beautiful things on exhibition.



In 1868 Charles L. Dwenger was clerking for Klingenberg & Leonard at 36 Barclay street. Goodwin & Cutter, the originators of the "Dollar" store in Philadelphia, came in to buy goods, and Mr. Dwenger waited on them. Mr. Goodwin was a quick buyer, and in a very few minutes had left an order for about $3,500 worth. Mr. Dwenger invited him into the office to arrange for payment, etc., but Mr. Goodwin refused. He thrust a bundle of United States 7-30 bonds into his hand and told him to take it out of that and put the rest in the safe. He never would meet any of the members of the firm, confining his business transaction entirely with the young clerk, and always paid for the goods in advance. Later on the firm of Goodwin & Cutter failed, owing over $90,000, but the New York firm was not caught, although it had sold tens of thousands of dollars' worth of goods through Mr. Dwenger.



"I was a proud boy," said E. L. Van Buskirk, "when I made my first sale. I was employed by the Jones, McDuffee & Stratton Co, of Boston, starting in the packing room, and worked my way through the selecting and stock rooms until I was on the floor doing up bundles and running errands. I had not yet reached the dignity of being a salesman; but one noon, when most of the salesmen were at luncheon and a gentlemen entered and inquired for dinner sets, I succeeded in disposing of a Copeland service for $110. The sale in itself was nothing extraordinary except that I disposed of an old "shopkeeper" which had been on the shelves for years. The firm were very much gratified, and Mr. Jones at once put me on the regular selling force."

Emil Strobel, of the Strobel & Wilken Co, began his selling career with his father in Cincinnati in 1873. His first stop on his initial trip was at Greensburg, Ind. Traveling was very hard in those days, the hotels were abominable, and the food almost uneatable in small country places in that section of the country. "I canvassed the place," he said, "and succeeded in disposing of two or three hundred dollars' worth of goods. It was late when I finished, and I had to spend the night there Registering at the only hotel in the place, I had supper, and early in the evening went to bed, as there was nothing else to do. But I didn't stay in bed long. It was simply alive with spiders. I had had enough of that hotel, and seeking the shelter of the railroad station spent the night on a bench there."



In 1899 E. R. Thieler was a clerk for Herman Loewe, then representing Villeroy & Boch in this city. He was a delegate to the Christian Endeavor Convention at Detroit and conceived the idea that he might possibly combine business with pleasure by carrying a catalogue of Mettlach ware. Mr. Loewe did not see how he would find time, but finally consented. While in Detroit he called on D. F. Richardson & Co. and succeeded in selling a very creditable bill. After the sale was concluded Mr. Richardson asked how he came to be in Detroit, and young Thieler told him. "What?" gasped the merchant. "Attending a Christian Endeavor Convention and selling beer mugs?"

A FEW WORDS ABOUT YOUR COMPETITOR.

HE wants business as badly as you do, and the chances are you are as great a source of trouble and worry to him as he is to you. The less you are acquainted with your competitor the greater his trouble-making possibilities appear to be.

This competitor is just like you and other men in business, susceptible to the same influences.

Knowing your competitor helps you to see things from his viewpoint, and his way of looking at things is not always bad. Your competitor may be a small man, but even men of small traits, whose minds seem warped, have some good features about them that are worth cultivating.

A business community is like a family, to some extent. Every member of it must make some concessions to promote the spirit of harmony, and the more harmony the greater success each will have.



Silver-Deposit Ware.

By the Utopian Silver-Deposit Co.

Shining Lights in the Salesmen's Association.

The poet who's written these rhymes
Is apt to be silly at times.
If members he soaks
It's one of his jokes
As up Mount Parnassus he climbs.

THERE'S a certain big 'Salesman," named Wells,
Who needs neither crier nor bells.
He's long in the head,
And of him it's said,
Each buyer who comes near him he sells.

The name of our "Vice" is Ed Uniack
He's the very reverse of a puny hack.
He works for the cause
Without any pause,
And thinks one who won't is a "looniac."

The man who looks after the cash
Is conservative quite, and not rash.
George Hamilton's name
Will go down to fame
As the man who "got there" without dash.

There's a genial young man named O'Gorman.
Of the clerical end he's the foreman.
The amiable greeting
Of men at the meeting
Is part of the job of this poor man.

On the board is the sturdy John Nixon,
Who sells glass and lamps that have wixon.
He's just the right sort,
Is this jolly old sport,
And many a one he's played trixon.

A gentleman staid is McKee
Whose manifest joy at the tee
Is only exceeded
When all unimpeded
"Biz" goes through with celerity.

A certain glass agent called Dealing,
Is a man of consid'rable feeling.
Though Bill's a good scout,
If you cross him, look out!
Or you'll soon find yourself strike the ceiling.

A natty young man known as Thieler
Is a doer of things—not a spieler.
In word, act and deed
You can't beat him for speed.
He's a leader, for sure—not a "heeler."

Our first secretary, Bill Demorest,
From the managing board would fain take a rest
An excellent seller,
This affable "feller,"
And says that his line is the very best.

In the management row sits Hen. Endemann
Ever eager to help and befriend a man.
When a member is stuck
And down on his luck
His coin's always ready to lend a man.

With a golf trophy once there was seen
A certain contestant named Bean.
When boarding a car
It fell with a jar.
Result: it is now a "has-been."

A gude mon is braw "Billy" Pitcairn.
As a chiel he was aye thocht a fit bairn.
The committee on dinner
Will find him a winner,
Tho' he didn't for sic wark a bit yearn.

A "Jewel" they call Charlie Taylor,
For he sure does credit to his tailor.
To make the time pass
He sells lots of glass
And if the world frowns he's no railer.

At the end of these stories veracious
Comes our genial old friend, L. D. Seixas.
He never gets "sore,"
But ever and more
His manner grows kindly and gracious.





INTERIOR VIEWS AT BORGFELDT'S.



Rosenthal

PH. ROSENTHAL & CO.
New Donatello Shape
Banded Best Gold

THE china factory of Ph. Rosenthal & Co., Selb, Bavaria, is the largest plant for fine quality china in Germany. Public recognition has repeatedly been shown the Rosenthal line in highest rewards at the famous expositions in Paris, Berlin, Florence, St. Petersburg, St. Louis, Nuremberg and Marseille. In order to acquaint you more thoroughly with Rosenthal China, of which we are sole agents in United States and Canada, we have prepared a booklet—beautifully printed in colors—which shows a number of exclusive designs and shapes that are exceedingly good selling values. A copy of this booklet will be mailed to you upon request and reference to this announcement.

GEO. BORGFELDT & CO.,

Sole Agents for United States
and Canada,

Sixteenth Street and Irving Place, New York.

"OMAR"

is the name of the new Dinner Shape
offered to the trade in 1912 by

The Knowles, Taylor & Knowles Co.,

EAST LIVERPOOL, OHIO.

This shape is a beauty, and specially designed decorations are provided for it. We are ready to accept orders for delivery after January 1st.

"RAMONA" and "LOTUS," in decorations to suit every fancy, are having a wide sale.

Our other lines are in vogue, and we are running our four factories and three decorating departments to their fullest capacity. We advise prospective buyers to place orders early, to enable us to make prompt delivery.

THE KNOWLES, TAYLOR & KNOWLES CO.





"Omar."

The Knowles, Taylor & Knowles Co.
East Liverpool, O.



J. D. DITHRIDGE,

REPRESENTING

Bryce Brothers Company,

FINE BLOWN GLASSWARE,

25 West Broadway, New York.

J. D. DITHRIDGE,

Rich Cut Glassware,

25 West Broadway,

NEW YORK.

HASKINS LUCIDA



Reflectors, Spheres and Hemispheres.

NO SPECKS IN THIS GLASS.

Efficient. Decorative. Scientific.
Low Co-efficient.

WRITE FOR CATALOGUE H, SHOWING ALL TYPES and SIZES.

THE HASKINS GLASS CO.,

Wheeling, W. Va.

New York. Philadelphia. Chicago. Atlanta. Los Angeles. Montreal.

The Story of the Elers.

By LOUIS BILTON, Staffordshire, England.

THRE is no industry in England to-day entitled to claim a more respectable antiquity than than of potting. It is among the aristocracy of trades, having existed in its present home in North Staffordshire, it is throught, from the time of the Romans. The presence of fine veins of clay in close proximity to valuable seams of coal were the ideal conditions requisite for the making of pottery.

At the period fixed by common consent as the closing years of the seventeenth century the staple trade had already reached considerable dimensions, in spite of primitive methods of manufacture and difficulties of transit. The district lay away from the main arteries of traffic—the turnpike roads—and was reached through miry and hilly lanes which at many periods of the year were almost impassable for wheeled vehicles. In these days of electric, steam and water locomotion it seems marvellous that these sturdy master potters should have persistently maintained and increased their business in such a remote spot.

Of the scientific side of the matter they knew little, but, nothing daunted, they experimented blindly and persistently, in the hope of a lighting on improvements in the quality and durability of their goods, and strenuously endeavored to extend and consolidate their market.

The working potters themselves were, from the nature of their employment, isolated from the outside agricultural world; they were a kind of clan, having their own ways of life and their own dialect, hardly understandable by outsiders. They lived in scattered thatched cottages, without any of the amenities which even at that period existed in more populous localities. There was not a respectable shop in the district, and household supplies had to be obtained from the town of Newcastle-under-Lyme, some miles distant Their amusements were elementary and rather barbarous, bull-baiting and cock-fighting being the chief favorites, accompanied by a plentiful indulgence in the flowing bowl.

It would appear that on the Thursday night in each week, when the ovens were "set in," or filled, and ready for the fire, masters and men alike adjourned to the local alehouse, where they sometimes held unspeakable orgies, only terminating when there was no more money to be spent.

To this unedifying spot there arrived mysteriously one day, about the year 1690, two young men of strange and foreign aspect, the like of which not one of the benighted inhabitants had probably ever seen before. Whether these two daring adventurers spoke English or not tradition does not report, but it is certain that ordinary English, had they known it, would be of no avail as a means of intercourse with the potters. We must suppose the language of signs and the possession of that which is said to speak all languages—money—were the means of communicating their desires to the wondering natives.

These were the brothers Elers, sometimes called the two Dutchmen. Why, does not appear, as they undoubtedly came from Nuremberg, where they had evidently studied potting to some effect.

We can imagine that from the first they would be objects of great interest to the younger members of the commuuity, who followed them about and paid them many undesirable attentions. The potters were not long kept in ignorance of the objects of this foreign invasion; the strangers carefully surveyed the district and with experienced eyes noted the most favorable spot where the three essentials to their purpose were to be found These were the presence of a particularly fine red clay, complete isolation for the maintenance of their secret, and conveniences of transport.

About a mile and a half due west of the town of Burslem runs a high ridge, trending northward, and terminating in a wooded bluff. This may be observed by the traveler on the North Staffordshire Railway as he nears Longport Station. It remains to this day almost uninhabited, and must have been in the year 1690 an extremely wild and inhospitable region. It was ont his hill, hidden in part by the adjoining wood, that the mysterious strangers fixed upon for the site of their pottery. The position was strategically chosen, being on the extreme western edge of the pottery district as it then existed, and separated from it by a deep valley, while on the other side it presented a gentle slope of field land extending to the main turnpike road from Newcastle to Manchester and Liverpool. They acquired a half ruined farmhouse in the vicinity and at once commenced to erect their ovens and work-sheds.

Tradition has left us some hints of the difficulties these intrepid potters encountered in establishing

themselves among a suspicious and ignorant community. Curiosity soon gave way to actual hostility, provoked by the secret ways and methods of the foreigners. Insults, if no harder missiles, were hurled at them continually, and all sorts of difficulties placed in their way; they were threatened; but in spite of all, with indomitable perseverance they kept on their way. They finished their little works and proceeded to make pots.

At this period both the Dutch and English East India Companies imported from China into England



AHRENFELDT CHINA AT HERMAN C. KUPPER'S.

and Continental countries a fine, red, well-finished, but unglazed pottery ware, much soughl after by the dilettanti of the times and for which high prices were paid. Various attempts had been made by German and Dutch potters to imitate this particular ware, but with indifferent success. At the same time coarse red pottery was being exported to these countries from Staffordshire. It is reasonable to infer that, struck with the resemblance of the basic clay of the Staffordshire pottery to that of the finer Oriental production, these astute Elers had conceived the idea that with such a material to hand success in this direction might be attained. This then was the secret of their arduous and risky migration to the ancient home of pottery in England.

It is certain that the Elers must have been not only provided with substantial capital, but also with an uncommon amount of skill and technial knowledge. Some considerable time was taken in experimenting in, selecting and preparing the various clays necessary for the fine productions at which they aimed. It would appear that all the finer processes in mixing and manipulation were performed by themselves. No skilled workmen were allowed on their premises. They employed only idiots and simple-minded persons who were not likely to understand or communicate the secret processes they saw. Extraordinary precautions were taken to prevent leakage. All their employees were searched each day on coming and leaving, and on the slightest suspicion of dawning intelligence they were promptly dismissed.

All outside work was done under cover of the adjacent trees, so as to conceal it from the enquiring eye. No persons were allowed to approach the works without being questioned as to their business, and were at once turned back if their replies were considered unsatisfactory. In later years when their business had increased they occupied another farm, or cottage, some distance away, which was used as a depot for finished goods, and it is said that between the factory and this depot they constructed a conduit of earthenware pipes through which they held conversations, and warning was given of the approach of strangers.

The articles they manufactured were chiefly tea-



Modeling Schierholz Ware.

pots, sugar bowls, trays, and other small articles, and were made both in red and black porcelain, and of a singularly fine and delicate construction. No finer articles either in material or manipulation are made to-day.

The goods being made, the problem of getting them away without attracting the attention of the curious natives presented itself. The continual persecution to which they were subjected would prevent them from availing themselves of the ordinary channels of distribution. They were reduced to the necessity of conveying their packages by night, silently and mysteriously, across the fields intervening between the pottery and the main Newcastle turnpike road.

What a life these men must have led for years in this strange and inhospitable country; harassed on all sides, deprived of companionship and the comforts of civilization! Imagine the stealthy journeys on wintry nights, in bleak frost and snow, across these solitary fields with their precious burdens, and shiveringly waiting in the darkness for the approach of the pack horse or wagon, which were the only means of transport in the far-off days!

Their perseverance and skill, however, had its due reward. The Elers ware became famous in the best markets throughout Europe. High prices were obtained for these simple articles. As much as twenty-four shillings for a single teapot is spoken of as being paid—a remarkable price at that period.

It is not to be supposed that the potters remained long unaware of the remarkable success of the despised Dutchmen. Many were the attempts made to unravel the secrets of the Bradwell Hill Pottery, but the stringent regulations of the Elers circumvented all their efforts.

It may be gathered that although the master potters of that day were not educated men, there were among them individuals of considerable sagacity and tenacity of purpose. In, fact the struggles of the early eighteenth century potters, culminating in the achievements of Josiah Wedgwood, were of a remarkable kind. Potters spent their last penny in investigations and experiments in processes and materials. There seemed to be a fascination about it that was irresistible. If the history of many of these forgotten potters had been authentically recorded it would enfold an extraordinary record of endurance and ill-requited patient research.

So when it now comes to be described how at length these secretive processes and appliances of the Elers were discovered and applied, do not let us be too severe on these Staffordshire potters for the questionable means employed; let it be remembered that progress was the life blood of the potting industry, and any means were accounted justifiable to attain that end



SCHIERHOLZ WARE AT HERMAN C. KUPPER'S.

Among the more prominent residents of the district was a young man named Samuel Astbury. Whether he was actually a manufacturer of pottery at that time, is not quite clear; his subsequent career, however, showed him to be a man of great ingenuity, resource and intelligence.

Fired by the glowing accounts of the remarkable success of the Elers ware, he determined at all risks to unravel the mysteries connected with its production. We may suppose that he had previously exhausted all legitimate means of acquiring the knowledge before he adopted the extraordinary means now authentically set forth.

However this may be, he appeared one morning before the outpost of the Dutchmen's stronghold in the guise of a simple, brainless idiot in the last stages of destitution, and entreated to be employed.

The Elers, no doubt finding it difficult sometimes to procure sufficient labor of the only kind they favored, appear to have been entirely deceived, and took him into their service at once. He was employed to fetch and carry and do simple errands generally; but as he seems to have invariably forgotten what he was sent for, and could scarcely be made to understand the simplest message, he proved a decided failure in this capacity, which no doubt was what he intended. The only task for which he was found fit was to turn the wheel for the machine lathe, one of the mechanical secrets of the business. Thus did the astute, if unprincipled, Astbury at once penetrate into the mysteries he sought to unravel.

Every night on returning home he carefully made notes and drawings of the various processes and contrivances he witnessed. His end was not attained without considerable tribulation and suffering. He was kicked and cuffed and made the butt of the many cruel practical jokes prevalent at the time, all of which he bore with fortitude and patience. For two years, so it is said, did this remarkable individual keep up this painful farce, and when at last, his investigations being complete, he left their employ, all the secrets of the Dutchmen were at his mercy.

It does not appear that at any time during this trying period he was at all suspected by his employers, wary and suspicious as they were. It must have been a wonderful performance.

Naturally, it was not long before a man of his ability was producing goods similar to the Elers ware. To the credit of the man it should be stated that he did not stop at mere imitation, but improved and extended the capabilities of the processes and appliances he had acquired so painfully.

Whether the end justified the means may be left to the decision of the ultra-conscientious, but of the ultimate benefit to the trade at large there can be no question.

The subsequent history of the brothers Elers is lost in obscurity. For some years they fought against the increasing competition in their ware; but one can readily imagine that the secret being out, ridicule would be added to the odium to which they were invariably subjected, and their position, losing its unique power, would become insupportable. Anyhow, they eventually abandoned their works and removed to Chelsea, where it is understood they continued their business on new lines, the details of which have been only imperfectly ascertained.

Thus ended one of the many dramatic phases of the history of pottery in England. Whether the Elers acquired a fortune commensurate with the trials and hardships they endured, history does not reveal, but one can hardly help feeling that the motive of sheer monetary gain was not the strongest incentive that actuated, not only these, but other potters of all ages.

The history of the art shows many examples of a devotion and an almost everwhelming spirit of investigation and research which the mere acquirement of wealth could not inspire. One has only to quote the examples of Bottcher and Palissy, among many others, to justify this assumption, and it is due to their memory that these records, of which the present is an instance, should not be allowed to sink into oblivion and decay.

It is almost needless to remark that specimens of Elers ware command high prices at the present time. Good examples can be found in the various museums, including, of course, South Kensington.

THE WAIL OF THE TRAVELING MAN.

By "Pop."

Nothing but marble bathtubs, nothing but gilded chairs,
Nothing but velvet carpets, nothing but onyx stairs.
Nothing but meals at two bones' fee, and twenty-five cent cigars,
Nothing to ride in to and fro but taxis and electric cars.
Gosh! the life of a salesman is tough beyond belief.
I wish I was home with the folks to-night, nibbling that old corn beef.

Nothing but blue-clad lackeys. Throughout the evening gloom
My alien footsteps tread their way to my seven-dollar room.
Nothing but haughty waiters bringing my check to sign,
Nothing but cords of silverware and every kind of wine.
Gee! But a salesman's duties are awfully hard to bear!
I'd rather be at home to-day, in that good old kitchen chair.

Nothing but bellhops rushing at the touch of my bedroom bell
To bring me ice in a pitcher and ask if I'm feeling well.
Nothing but beds you sink in till you almost disappear;
Nothing but lights and music to test the eye and ear.
More than that, there's nothing to pay, because it's on the firm!
Shucks! I hate this traveling life! But still there's lots to learn.

NEW DESIGNS, BOTH IN SHAPES AND PATTERNS, WILL BE SHOWN
EARLY IN JANUARY IN ALL LINES BY

John Davison

WHO IS SOLE AGENT FOR

Coalport China

Geo. Jones & Sons

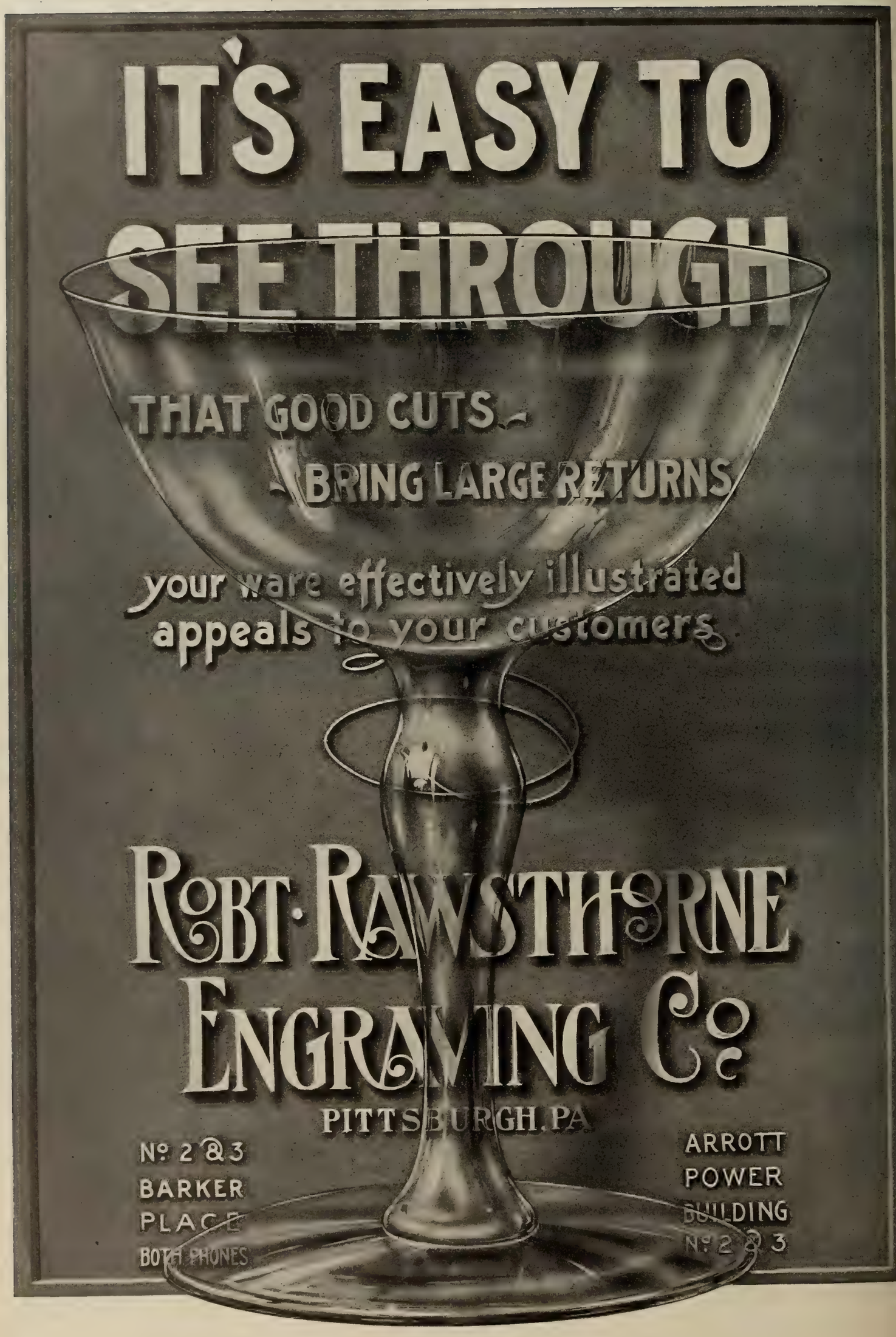
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W. A. Adderley & Co.

Stevens & Williams
"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS

No. 12 Barclay Street, New York


IT'S EASY TO
SEE THROUGH
THAT GOOD CUTS
BRING LARGE RETURNS
your ware effectively illustrated
appeals to your customers
ROBT. RAWSTHORNE
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PLACE
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POWER
BUILDING
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REPRESENTATIVE :

Kennard L. Wedgwood,

25 West Broadway, New York.

The American Ware

THAT HAS MADE GOOD.

OUR special attractions for 1912 will be our popular-priced line of good dinner ware.

New JOBBING ASSORTMENTS as well as an improvement over former offerings, which will be augmented by many new specialties.

Potters' Co-Operative Co.

EAST LIVERPOOL, OHIO.

AT CHICAGO.

THE crockery and glass trade in this city is on a healthy basis, with all branches optimistic as to the prospects for 1912. In the wholesale field there are expectations generally of a bigger volume of business than in 1911, the argument being that there was much conservative buying during the last twelve months, with the result that stocks throughout the country are in a large measure depleted. The fall trade has been excellent in the main and in several quarters its volume exceeded expectations.

In the retail field sales have been of satisfactory volume, though it has been remarked that many establishments catering to the lower grades of custom have emphasized prices and advertising on the cheaper lines carried, with the result that totals have not been equal, in most cases, to former seasons. On the other hand, managers of retail stores and departments whose appeal is to the best class of trade state that the season has been particularly satisfactory and that they have not the slightest complaint to make."

Manufacturers' and selling agents throughout Chicago's "loop" district report generally quiet conditions prevailing, as is natural at the close of the season, but many are busy with preparations for future business, the general outlook apparently being of optimistic character. Stocks of lamps and brass goods are reported low, and this will stimulate the exhibition of still larger displays in sample rooms.

At the offices of the Plume & Atwood Mfg. Co., in the Heyworth building, it was said that a good year's business is anticipated during 1912, despite the tradition that a Presidential election year was usually looked upon as a hoodoo.

E. W. Newton, of the Consolidated Lamp and Glass Co., was discovered busy getting ready for the display of the Imperial Glass Co.'s line that is soon to arrive. A large amount of space is available in the showroom in the Kesner building, and it is all being utilized to the best advantage. One special feature are the display windows at the entrance of the room which constantly disclose to the incoming buyer an excellent line of samples. This is not only of special advertising value, but adds an interestiug decorative effect. Mr. Newton reports a good season and says he expects to see an influx of buyers within the next two weeks.

D. F. Richardson, manager of Burley & Co., Wabash avenue and Madison street, reports a very satisfactory business, with the Christmas season adding to the usual volume of sales.



WHO ARE THEY?

(Photograph taken in 1898. All alive and seen in the District every day)

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAQUES, Inc.,

92 West Broadway, New York.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 21, 1911.

OURSELVES.

THE CROCKERY AND GLASS JOURNAL enters upon its thirty-eighth year of service to the trade in a position of unchallenged supremacy. Its annual Holiday Number lies before you. If there is a handsomer or more elaborate business paper published anywhere we do not know it. Its weekly editions are sprightly, up to date, and absolutely clean. Nothing of a doubtful nature ever appears in its columns. It is strictly a trade paper, and does not fill up its space with extraneous matter. It represents the whole trade for the benefit of dealers who want to know the news from all sections and where to buy merchandise of all kinds, foreign and domestic. It is not published in the interest of any clique or branch, but covers all kinds of wares sold by the crockery and glass trade, whether handled by what are commonly known as regular dealers or department stores, and is the one paper of its kind representing the entire business.

That it is held in esteem by advertiser and subscriber alike is shown by the fact that every firm or its successors still doing business who were represented in our first editions in 1874 are still advertising with us, and our subscription lists continue to hold the names of those who began with the first number. Of the four advertisers occupying the last page of the regular edition, three have been with us continuously for more than thirty-five years, and the other for more than twenty five, or ever since the company was organized, and with one exception have occupied the same position in all that time. We doubt if there is any paper in the world which can show such a record. New concerns starting in business soon find that it is to their advantage to be represented in our columns, and as a result buyers are always in close touch with the manufacturers or importers of the newest goods.

We fully appreciate that our success is due to the generous support that has been accorded us, for which we return our grateful thanks, with sincere wishes to all our friends and readers for a happy holiday season and a prosperous business in the year that will shortly be ushered in.

PERSONAL.

WHILE calling at B. F. Drakenfeld & Co.'s establishment this week the writer espied Mr. Manes, who was quite a frequent visitor at the booth maintained by the JOURNAL at the Household Show last August. Strange to say, a blank look came over Mr. Manes' face when accosted by the newspaper man, to whose salutation he replied: "You have the advantage of me."

"Why, don't you remember the pleasant little time we had together at Madison Square Garden?" queried the scribe.

"No, sir; I was not at the Show. Furthermore, I never saw you in my life."

"I can show you your signature in the register," persisted the JOURNAL man. "You were one of the first to sign. I remember distinctly—'Walter M. Manes, representing Leo Schelessinger.'"

A broad grin spread over Manes' face, and he said quietly: "You didn't know I had a twin brother. My name is Phillip R. Manes. You have us mixed,"

Very interesting situations arise from time to time when Phillip, who travels for Drakenfeld & Co., meets those who think they know him. Many an innocent victim has had to "buy" as a result.

⚜

A. H. Ledden, with his wife and children, will spend Christmas with his family in Trenton. Owing to the unfortunate death of his brother-in-law last week it will not be as happy a gathering as otherwise it might

⚜

A. L. Bruun, for many years with the Pittsburgh Lamp, Brass and Glass Co., and until recently in charge of their St. Louis office, has engaged with Edward Miller & Co, to represent them in the territory west of the Mississippi and south of the Ohio River. He will have associated with him Charles N. Gilmore and Howard W. Gillett, who also were connected with the Pittsburgh Lamp, Brass and Glass Co.—the former to cover the Northwest, and the latter the Middle West, with Chicago as headquarters. Herbert Green, formerly with the W. J. Hoare Cut Glass Co., will travel South, also having his headquarters in Chicago. This is a strong aggregation,



Glimpses of Limoges.

and one that cannot fail to prove advantageous to both Messrs Miller & Co. and their representatives Mr. Brunn was in New York this week completing arrangements.

⚜

Harry N. Herber has made arrangements with Mogi, Momonoi & Co., 11 Barclay street, to travel for them, covering New York State and clear through to Omaha, and will begin his new duties January 1. Mr. Herber has had much experience in the Japanese trade, and is thoroughly at home in this line. To use his own words, he has "returned to his first love."

⚜

Fred Zollig, formerly with Bawo & Dotter, is now in the tea and coffee business at Wilkesbarre, Pa.

⚜

Albert D. Wilhelm, who for the last six years has been buyer for the H. A. Meldrum Co., Buffalo, has resigned his position with that firm and will go with the Enterprise Cut Glass Co., for whom he will cover Buffalo and Denver.

⚜

Ray Fiske, representative of the Consolidated Lamp and Glass Co., is home from the road. He will probably start out on his next trip the second Monday in January.

⚜

C. F. Monroe came in from Connecticut on Tuesday and spent considerable time at his New York showrooms, 25 West Broadway.

⚜

Joseph McCauley has completed arrangements to represent J. M. Sherwood, 168 Church street, and starts out the first week in January.

⚜

A. A. Bean is recovering from his recent indisposition, and is now able to get about the District in fairly good shape.

⚜

H. F. Mackenzie has concluded arrangements with Stewart & Crocker to carry their samples of cut glass, and also with the De Passe people, manufacturers of silver-deposit ware. He will start out the first of the year, and will be at Pittsburgh to greet the buyers going there to see the various exhibits at the hotels.

⚜

On Thursday of last week William Dealing's house at Ridgewood, N. J., was entered by burglars, and so skillfully did they operate that even little "Billy," who is regarded as the family alarm clock, was not aroused. They got away with his father's gold watch and fob, upon which was a charm of great value by reason of its associations. A bottle of cocktails was tapped and taken, together with fifty choice cigars which Mr. Dealing had just laid in. Altogether his loss totals between $150 and $200, which, however, was covered by burglar insurance. Now he is looking for an Airedale terrier.

⚜

"Eddie" Hammond recently made the acquaintance of a German who had just arrived here, and in discussing how best to succeed in America asked him how he would start to learn a business. The answer was: "At zee bottom." "Would you do so ifyou were to become a swimming professor?" asked Hammond. "Ach! zat is no bizzness for me," said the disgusted German.

⚜

E. L. Bates will spend the Christmas holiday with his daughter in Boston.

⚜

We learn with deep regret that Arthur Mayer, son of Joseph Mayer, of the Mayer Pottery Co, is very low with typhoid fever at his home in Beaver Falls, Pa.

⚜

Charles B. Konzelman went to the factory of the Handel Co., Meriden, Conn., on Monday of this week to consult with Mr. Handel on matters pertaining to the New York office.

⚜

Julius Palme, who has just returned from Europe, says that the exporting being done by the Germans is tremendous.

WESTERN SALESMEN'S ASSOCIATION.

THE annual banquet of the Western Glass and Pottery Association will be held at "Black's Vienna Cafe," Liberty avenue, between Oliver avenue and Sixth avenue, Pittsburgh, the night of January 8, at which time the names of the new officers will be announced, the election also occurring on that date. The nominations are as follows: President, Harry Dixon; first vice-president, John Nixon, New York; second vice-president, William J. Patterson, Pittsburgh. Board of Directors (three to elect)—W. W. Lang, Harry D. Wintringer, Joseph C. Rent, Thomas A. Neely, Harry Lewis, I. Rothstein—the last three all Pittsburgh department store buyers. Secretary, J. G. Kauffman; treasurer, Robert G. West.

Fifteen applications for membership were received from the New York district this week.

AT a sale of the Nightingale porcelains at Christie's, London, recently, a Bristol tea cup and saucer painted with figures emblematic of liberty and plenty sold for $850. A hexagonal tea pot and cover o Chinese enameled porcelain went for $680, another similar one for $525, and a fluted bottle of the same ware for $995.

TRADE TIPS.

CATALOGUES of pottery, glassware and lamps are wanted immediately by E. B. White, Smith Centre, Kan. He had just bought out the business of J. H. Deeds.

Kansas City, Kan.—M. H. Tucker has remodeled his store and wants prices and catalogues on glassware and pottery, including dinnerware.

Albino, Ind.—D. E. Zimmerman has started in business here and wants prices on dinner ware and glassware.

Fillmore, Cal.—Catalogues are wanted at once on pottery and dinnerware, glassware and lamps by the Fillmore Furniture and Hardware Co., which is increasing its business.

Berryville, Ark.—Crockery and glassware will be handled by E. E Kennear, who has just started business here.

Nogales, Ariz.—Theo. Gebler has started a wholesale and retail business, and among other lines is handling glasaware and domestic pottery.

Inman, S. C.—The Inman Hardware Co. has just been formed with $5,000 and will handle lamps, glassware and American dinnerware. Catalogues of these lines are wanted.

St. Clair, Mich.—Silverware, glassware and domestic pottery are to be handled in large variety by George J. Warren & Sons, and catalogues are wanted

Beaumont, Cal.—Crockery and glassware catalogues are wanted by C. E. Simmot, who has started in the hardware business here.

Klamath, Falls, Ore.—With $5,000 capital the Klamath Hardware Co. has been formed and will handle crockery and glassware. They want catalogues.

Wellstone, Ore.—Ray Bros. have started business here on a large scale and will handle crockery and glassware and lighting effects.

West Plains, Mo.—A wholesale and retail business is being done by the Aid Hardware Co., which has been reorganized. Pottery, china and glassware are handled.

Ellensburgs, Wash.—The Shoudy-Burnham Co. has bought the business of the "Big Stores" Co. Housefurnishings, glassware and pottery will be handled.

Central City, Kansas.—Domestic pottery will be handled by the Wallace Hardware Co., which has just removed into a three-story building containing 8,000 square feet of floor space.

Pontiac, Mich.—Catalogues of pottery, glass and lamps are wanted by Gankler & Barker, who have recently started in business.

Muskogee, Okla.—The Shattuck Hardware Co. wants catalogues of lighting glassware. A wholesale and retail business will be done.

Arlington, Kan.—Fehr Bros. have started business here and will handle pottery, glass and lamp lines.

McAllister, Okla.—John A. Harrison has bought an interest in the retail business of S. H. Tanner. Pottery, glassware and lamps will be handled.

Kamiah, Idaho.—J. F. Pomeroy, whose store was burned out, has resumed business, handling pottery glassware and housefurnishings.

Sitka, Kans.—R. D. McKinley has opened a store here and pottery and glassware will be handled in large varieties.

Franklin, Texas.—The Franklin Furniture and Hardware Co. is remodeling its stores, and pottery and glassware will be carried on a larger scale.

Auburn, Wash.—Fred A. Shadbolt has opened a new store here. Catalogues on lighting glassware, pottery, glassware and lamps are wanted.

Okmulgee, Okla.—Pottery will be added to stock of the Central Hardware Co., which has been bought out by T. C. Dixon. Catalogues and price lists are wanted.

Sealed proposals will be received at the office of the Supervising Architect, Treasury Department, Washington, D. C., until December 27, 1911, for supplying and installing lighting fixtrres in the United States buildings at Ames, Iowa; Barre, Vt.; Canandaigua, N. Y.; Carbondale, Pa.; Faribault, Minn.; Holdrege, Nebr.; Hope, Ark.; Independence, Kans.; Ionia, Mich.; Lagrange, Ga.; Lewiston, Idaho; Lexington, Mo.; Malone, N. Y.; McKinney, Tex.; Missoula, Mont.; North Yakima, Wash.; Pontiac, Mich.; Stevens Point, Wis.; York, Pa.; Bowling Green, Ky.; North Platte, Nebr.; Roswell, N. Mex.; San Juan, P. R.; Richmond, Va.; and Bath, Me.; in accordance with the drawings, specifications and schedules, copies of which may be obtained at the office of the Supervising Architect

The CAMBRIDGE GLASS CO.

CAMBRIDGE, OHIO.



No. 2631—Height 20 inches, width of Shade 12 inches, complete with silver plated fittings, pull sockets, parallel cord and plug. ⅙ Dozen to the Barrel.



No. 2760—Height 21½ inches over all, width of Shade 12 inches. Centre Draught Oil Lamp complete with silver plated brackets and fount. ⅙ Dozen to the Barrel.



No. 2760—Height 20 inches, width of Shade 12 inches, Satin etched, fitted for Welsbach burner, silver plated brackets, etc. ⅙ Dozen to a Barrel.

Made in Our "Nearcut" Glass.

WE call special attention to our new line of Electroliers, gas portables and oil lamps in "Nearcut" glass. Only a very close inspection will reveal the fact that these articles are not genuine cut glass. They represent a new departure in glass manufacture, as heretofore only cut glass goods have been offered at prices which were entirely too high for the average buyer, the result to the merchant being a retail sale now and then. These goods at the prices we are offering change the situation both to the merchant and customer.

These lines are not the only new items we are offering, as we have added to our extensive lines of "Nearcut" table ware, specialties and bar goods.

Complete lines of samples are shown in our various salesrooms, and during January we will be located at the Fort Pitt Hotel, Pittsburgh, Room 643.

New York, WM. DEALING, 25 West Broadway.

BOSTON:	PHILADELPHIA:	BALTIMORE:	ST. LOUIS:
H. B. HOLLIS.	THOS. H. GARVIN. Jr.	HOWARD S. BOKEE.	FRANK H. YOUNG.

Buffalo Pottery Products



Aonia Ware

All Live Sellers That Pay Good Profits

THEY will add to the attractiveness of your stock and bring new trade; best-sellers with dealers everywhere and extremely profitable to handle. The entire line is popular; so wide in range that it includes something to appeal to almost every taste.

Deldare Ware Aonia Ware Blue Willow Ware
Semi-Porcelain Dinner, Tea and Toilet Ware
All In Underglaze Decorations



Thais Shape-Decon No. 300

DELDARE WARE in a great variety of copyrighted shapes and designs with its quaint illustrative features is just as popular as ever. It appeals to the very best class of trade.

AONIA WARE is something entirely new; originated and made only by us. It is artistic and refined and has lots of character. It is bound to be a big seller.

OUR BLUE WILLOW WARE is the only complete line, in exact reproduction of the original, made in this country.

OUR DINNER, TEA AND TOILET WARE comprises an unusually large line in popular and attractive shapes and decorations. The THAIS SHAPE illustrated is our latest addition.

On the opposite page some of our leaders are shown in colors. It will pay you to look into the Buffalo Pottery Products. Write for prices and information.



Blue Willow Ware

New York Showroom:
A. H. Ledden,
65 W. Broadway

Buffalo Pottery
Buffalo, N. Y.

Buffalo Showroom:
A. H. Sharpe,
352 Main Street

Pittsburgh: Fort Pitt Hotel, Jan. 10th to 22nd, 1912. E. E. Wilgus



Deldare Ware



Deldare Ware.

Buffalo Pottery. Buffalo. N. Y.

Meakin & Ridgway,

43 to 51 West Fourth St.,

New York.

MINTON CHINA

Ridgway's Specialties:



Hotel and Dinnerware.

Thos. Webb & Corbet, Ltd.

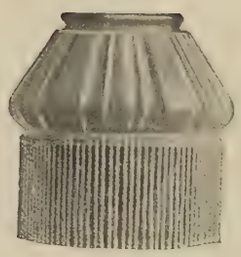
Glassware.

W. Adams & Co.,

Earthenware.



2606. Clear Ribs.



2597.



2595. Crystal Roughed inside.

Macbeth-Evans Glass Co.,

PITTSBURGH.

We manufacture all kinds of illuminating glassware, Alba is the most efficient; Iridile, the most decorative.

Our cut and decorated lines include the newest and most beautiful designs, characterized by originality, distinction and quality.

For scientific lighting, our engineering department is at your service. You are invited to visit any of our showrooms.

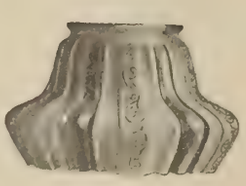
Catalogue on request.

MACBETH-EVANS GLASS COMPANY,

PITTSBURGH.

SHOWROOMS:

Toronto. Boston. New York. Philadelphia.



2598. E 100.



2546. Clear Ribs.



2569. Crystal Roughed inside.



Mettlach and Its History.

By E. R. THIELER.


E. R. THIELER.

IN one of the most charming valleys of the river Saar, entirely surrounded by aspiring, thickly wooded heights, not far from the spot where, with a large turn, the river encircles the narrow mountain strip on the summit of which the ruins of the once proud mountain fortress Montclair rises above the foliage of oak and beech, lay the mighty buildings of the former Benedictine Abbey Mettlach—to-day the stoneware and earthenware factory of Villeroy & Boch. While the stately frontage is parallel to the river before it courses its way through the wooded heights and rocky slopes past Saarburg, continuing on to the river Moselle, the sides and rear are surrounded by a beautiful park which in its entire length is cut through by the railroad stretch a Sarbrucken, Treves, Cologne.

On one of the lawns of the park amidst the most picturesque surroundings, between beds of blooming ornamental shrubs, the whole being within a frame of beautiful trees, there stands the interesting old ivy-clad chapel called by the people the "Old Tower." The period of its erection dates back to the years between 987 and 1,000; it is the only remaining evidence of the flourishing period of the once famous Abbey Mediolacum (mediolacum: between the lakes), from which the later name of Mettlach is derived. The front of the monastery stretched to the river Saar and the rear to the "Large Pond," or lake. The monastery enjoyed very high esteem, its school being celebrated, and its abbots honored by emperors and kings, a large number being raised to the bishopric of Treves.

The founding of the abbey dates back to the second half of the sixth century. Its founder was Luitwinus, son of an Austrasian prince who lived at the court of Childerich, the Frankish King. He later became a monk, built the monastery, and was its first abbot. In the year 697 he was called to the bishopric of Treves, and died about the year 718 at Rheims The dates given here are taken from records which Privy Councillor Eugene von Boch, who had the "Old Tower" restored in 1851, and who personally superintended the work, collected from the archives of Metz, Bonn and Coblentz. Among these archives three biographies of St Luitwinus were preserved.

Three churches were attached to the first monastery. One of these was razed by the fourteenth abbot, Hezzel, who intended to build upon the exact spot a church after the model of St. Maximin in Treves. However, his project was not wholly carried out, as according to existing documents he was found unworthy and was relieved of his office. His successor, Leoffinus, had the foundations laid by Hezzel dug up and erected upon the spot a new basilica after the model of the Cathedral of Aix-la-chapelle built by Charlemague in 786. This is the "Old Tower" of to-day.

This tower, which stands to-day in its original form, is the last and only evidence of the once famous Benedictine Abbey Mediolacum. As the trademark of Mettlach Stoneware the "Old Tower" now appears



on all articles made in "inlaid" stoneware at the factory.

The other buildings belonging to the monastery, and which are standing to-day, were erected as late as 1737-1771, and were not quite complete at the outbreak of the French Revolution. Built of red sandstone in the grand architectual style of that time, ornamented with rich sculptures, these buildings appear more like the aristocratic apartments and staircases of a princely palace than a monastery, and give an idea of the immense riches of the abbey. Like numerous other church possessions, the Mettlach abbey did not escape the horrors of the French Revolution. The monks were driven out, the mon-

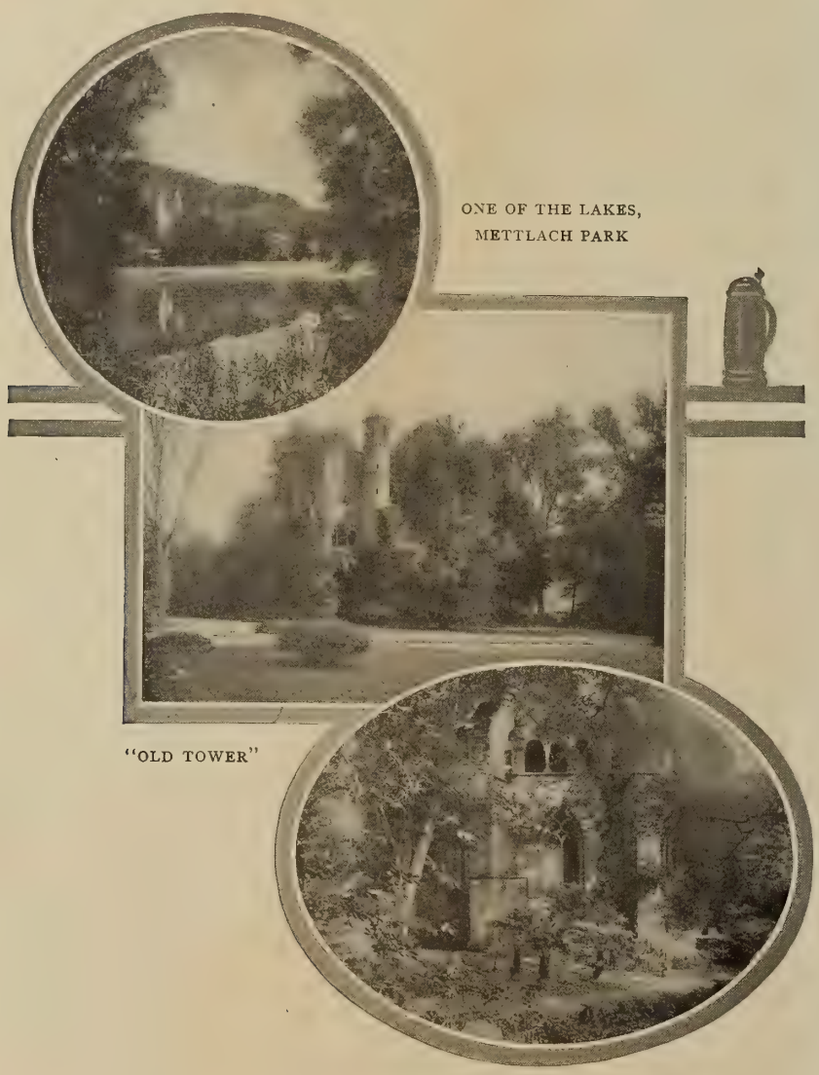
astery plundered, and the buildings and grounds, declared the property of the State.

In the year 1809 the buildings and neighboring lands came into the possession of Jean Francois Boch. Mettlach at that time was a small fishing village with about twenty families. It was a great blessing to these poor villagers when Mr. Boch turned the ruined abbey into an earthenware factory.

He not only managed this factory, but also another founded by his father, Pierre Joseph Boch, in 1767, at Septfontaines, near Luxemburg, and about

The factory at Mettlach, which was the first on the Continent to apply printing on earthenware under the glaze on an extensive scale by means of copper plates, and which was also the first to use water power to drive the potters' lathes (foot power being previously the only means), has therefore also the distinction of being the first to introduce there coal-firing in the kilns, which method was soon after introduced at the factory founded by Nicholas Villeroy at Wallerfangen, near Saarlouis, in 1789.

Gradually these factories prospered and expanded,



ONE OF THE LAKES, METTLACH PARK

"OLD TOWER"

DETAIL OF BASE OF "OLD TOWER"

which we will speak later on, until the year 1832, when his oldest son, Eugene, after completing his studies in Paris, was able to take full charge of the Mettlach factory.

The basin of the river Saar abounds in hard coal —in fact, it is one of the chief coal fields in Germany —and one of the governmental conditions under which Boch was permitted to operate his factory was that the fuel used in firing should consist of only hard coal, whereas up to that time the ceramic industry of the Continent was only familiar with wood-firing; he therefore succeeded only after many and long trials in producing a ware that was marketable.

so that on January 1, 1841, the members of the then friendly families (and later on related by marriage) of Villeroy and Boch formed the present joint stock company, with its headquarters at Mettlach.

After their consolidation the factories developed rapidly in consequence of the interchange of experiences, introduction of inprovements and new inventions, and the greater means, which enabled the erection of agencies and stock depots in various parts of Germany and other countries, through which the sale of their productions was greatly facilitated and the firm very soon stood at the head of its class in the ceramic industry of Germany.



"Inlaid Stoneware."

By Villeroy & Boch.

Besides the earliest productions of the Mettlach soft calciferous-bodied earthenware, as well as a hard-body earthenware and a porcelain-bodied ware equal to the English ironstone, and which is still made at the factory to this day, there soon originated new branches of manufacture. There also developed a better æsthetic taste in the selection of decorations, and new forms and models were constantly created, with the result that their output extended enormously, and the trademark of the firm soon became known all over the world,

so heavy that in the sixties the production of these articles represented more than half the total output of this factory. A change in taste occurring soon after this period, the sale of this class of stoneware declined suddenly, and the factory was confronted with the task of creating a substitute for these goods. After several years of experimenting they succeeded in producing the so called "Chromolith Ware," which in its modest, beautiful colors and excellent forms belongs to the very highest class of ceramic productions.



ENTRANCE TO THE OLD MONASTERY

MAIN BUILDINGS OF THE OLD MONASTERY NOW THE METTLACH WORKS

BIRDSEYE VIEW OF METTLACH FROM THE SOUTH

The first Mettlach stoneware collection consisted of jugs, tankards, steins and chalices, to which later on were added vases and other ornamental pieces. The embellishments of this first line consisted exclusively of ornamentations in relief which were partly included in the moulds and also formed separately to be applied to the different plain shapes. Later on the factory began to make the body of the decor reliefs in different colors and also to enrich the ornamentation through hand-painting or by giving the same a silver or gold finish. A mode of decoration which found great favor was to give the reliefs a finish of silver with platina. The demand for this finish grew

As a consequence of the very difficult process of manufacture, the ornamentations being laid into the body of the ware, the price was necessarily high.

The renown gained by this most excellent production gave the factory the incentive to produce something similar whose cost of creation would not be such as to prevent it being placed upon the market as a popular article, and as a result of untiring energy and perseverance the now well known "inlaid ware" was made possible. The decorative effects in this ware are inlaid with stone-clay directly into the different forms—contrary to its mediæval predecessor.

Mettlach stoneware, with its beautiful colorings in matt glaze, is original throughout, and its production gives employment to about 10,000 officials and workmen in the firm's nine factories and twenty warerooms in home and foreign countries.

Many attempts have been made to imitate it, but so far none has succeeded. The difference between the best imitations and the real Mettlach stoneware is still so great that it does not take an expert to see it.

The firm of Villeroy & Boch has made and to-day still makes for many of the royal houses both articles of luxury and utility. Among the larger pieces may be mentioned a parian vase designed and made in 1854 for the Prince of Prussia, later on Emperor William I., for his silver wedding anniversary; the large artistic stoneware tankard with its reliefs entirely modelled by hand made for the Emperor William I. for his castle at Stolzenfels on the Rhine, the beautiful amphora of terra cotta made for the Empress Augusta, which is to-day kept at the Imperial Castle at Coblentz. In addition to these may be mentioned toilet sets made for the personal use of Emperor William II., which were made up exactly according to specifications given by the marshal of the imperial household. Sets with emblematic animal designs were made for the hunting castles of the Emperor. Then there is the charming toilet set created for the King of Bavaria—a technical masterpiece.

Mettlach has been awarded more first prizes at world's fairs than any other ceramic production, including grands prix at Philadelphia, Chicago and St. Louis.

In the Mettlach inlaid stoneware lines the designs are well-nigh endless. German legends and the opera are represented by scenes from Lohengrin, The Nibelungen, Trompter von Sackingen, William Tell, Tannhauser, etc.; German cities by views of Munich, Heidelberg, Nurnberg, Berlin, Gottingen, Stuttgart, etc., and scenes depicting German student life and songs. There are designs for professional men—lawyers, doctors, philologists, mathematicians, musicians, merchants, etc., and for card-players, football men, billiardists, bowlers, marksmen, oarsmen, etc. Then there are also humorous scenes illustrating dancing, singing, smoking, drinking, etc, with German inscriptions and quaint sayings.

Besides the inlaid and decorated stoneware the Mettlach factory produces in earthenware and porcelain dinner, tea and toilet services, jardinieres, pedestals, umbrella jars—the latter in the style of the old Franco fayence of the 17th and 18th centuries.

TOILET SETS MADE FOR EMPEROR WILLIAM II.





OLD STONEWARE PIECES IN THE METTLACH MUSEUM



TOILET SET MADE FOR KING LUDWIG II. OF BAVARIA

MAKERS OF

STINTHAL CHINA.

Known and praised for its strength and durability. We show over twenty exclusive dinnerware patterns.



Our Elite Shape. Pattern No. A 100-4.

We make the largest and most attractive line of specialties at popular prices to be found in the United States.

Correspondence invited.

The Crooksville China Co.,

Crooksville, Ohio.

WESTERN OFFICE:
136 W. Lake St., Chicago, Ill.

Royal Worcester Porcelain

TRADE MARK

By Appointment

By Special Appointment to His Majesty King George V.

AN INNOVATION!

Royal Worcester China Open Stock Dinnerware patterns for instant requirement in any desired composition or quantity.

An important event in this NEW ERA of Royal Worcester is the arrival of complete assortments of

FOUR OPEN STOCK PATTERNS

specially designed and treated in the inimitable Worcester-fashion to meet the present tendency of this market—AND CONSERVATIVELY PRICED.

A WORD PICTURE OF THE PATTERNS:

No. 9215. Narrow etched border, sharp deep etching treated with pure coin gold, gold shoulder line and handles richly traced. "Renaissance" shape, without doubt the handsomest model.

No. 8464 | 6. A clever and very pleasing combination of cobalt blue and delicate green, design gracefully covering the article and describes a conventional Chinese plant and blossom. A unique production.

No. 9200. Trellis border Worcester apple green treatment and festoons of pink roses and forget-me-nots. Pattern carefully treated and every detail patiently followed out.

No. 9201. Trellis border in Worcester turquoise blue and festoons of pink roses and forget-me-nots.

Write us for samples and particulars respecting exclusive sale for Royal Worcester Open Stock Patterns in your city.

SPECIAL SHOWROOMS FOR ROYAL WORCESTER:

Crockery Exchange Building, Room 57, No. 25 West Broadway.

There is that "something" about Royal Worcester China indescribably fascinating.

MADDOCK & MILLER,

SOLE AGENTS,

53 BARCLAY STREET, NEW YORK.

Follow the Leader!

EVERY GAME—EVERY BUSINESS—HAS A LEADER.

The organization meeting every requirement of Mr. China Merchant is composed of these constituent parts:

John Maddock & Sons, Ltd., Burslem, England.	Royal Vitreous Dinnerware (best in the world). Vitrified and Adamant Hotel ware, the old reliable friend of the hotel proprietor.
Charles Allerton & Sons, Ltd., Longton, England.	Porcelain Dinnerware, Blue Willow and other classic patterns. Old English Bone China, superior, inexpensive. Cheap Teas and Plates—refers to price and not to quality.
Price Brothers, Burslem, England.	Rockingham Teapots, decorated and plain. Strong body, brilliant glaze, striking decors. Assorted crates of decorated pots in stock.
Chateau China, Limoges, France.	French China Dinnerware, developed to the highest degree of commercial efficiency.
Worcester Royal Porc. Co., Ltd., Worcester, England.	Royal Worcester, the Aristocrat of English china. Open Stock Dinnerware. Ornamental articles.

Open stock patterns carried in our bins for instant service in all the above Dinnerware lines and Hotel ware patterns—Vitrified and Adamant.

Original assorted crates of live dinnerware patterns and hotel patterns.

This is the story, briefly told, of an INSTITUTION which is ready to serve you BETTER than you were ever served in the past—WHEN YOU SAY THE WORD.

MADDOCK & MILLER,

IMPORTERS,

53 BARCLAY STREET, NEW YORK.

Import China Line for 1912.

Louis Wolf & Co.,

Importers and Commission Merchants,

221-227 Fourth Avenue, New York.

102 to 106 Pearl Street, Boston.

315 West Adams Street, Chicago.

Our new lines for the coming season in China, Glass, Bric-a-Brac, etc., are ready, and include many novelties from several new factories.

Tree Ornaments Ready January 15.

Dolls and Toys

will be ready February First.

THE EVOLUTION OF ADVERTISING



By JOHN A. REDDAN, of Reddan-Brown.



JOHN A. REDDAN

WHEN an obscure little chrysalis of an 1860 magazine advertisement bursts into a $50,000,000 advertising butterfly less than half a century later, 'tis an evolution which may well give pause to the skeptic. Many men who are leading business figures to day were actively identified with the commercial life of the country in '60. It does not seem so long to them; yet prior to that time there had not been a dollar spent for advertising in American magazines, so far as the records show. In 1909 the money spent for magazine publicity in this country totaled the millions noted above.

There must have been a nurturing influence of wondrous virility to transform the weakling of the sixties into the colossus of to-day.

Statistics, at best, are short on thrills and interest compelling features. Ordinarily wewould not be inclined to quote them. When, however, so positive an authority as "Printer's Ink" proclaims that in addition to the $50,000,000 spent by advertisers in magazines there were $428,000,000 paid out by manufacturers and merchants for other forms of advertising, or a grand total of $478,000,000 in a single year in this country, we think our readers will bear with us if we write down the tables shawing, just where the money went.

Here's how it's figured:

Newspapers	$300,000,000
Magazines	50,000,000
Posters	30,000,000
Novelties	30,000,000
Electric and painted signs (outdoor)	25,000,000
Street cars	19,000,000
Demonstrating	18,000,000
Distributing	6,000,000
	$478,000,000

Quite impressive, isn't it?

The first American newspaper advertisement of which there is record appeared in the "Boston News Letter" in 1704. The first magazine advertisements in this country were published in the "Atlantic Monthly" for February, 1860, and in "Harper's Monthly" for May, 1864.

Every business man is familiar with the volume of newspaper and magazine advertising of to-day; hence it would be merely a play of words to make any extended comparison. The foregoing dip into the history of advertising as it pertains to the United States is merely to impress upon the reader that the right kind of advertising is an institution of extraordinary merit. Else it could never have attained with a bound the heights to which most enterprises were creeping.

We might stop this article right here, firmly convinced that we had served sufficient food for thought to provide an intellectual banquet for the reader with an analytical mind. Frankly, we think we have presented the main courses. There are, however, a few side dishes which may add zest, and we'll bring them on for those who may elect to remain with us until the end.

When a chewing gum manufacturer spent $1,000,000 proclaiming his product in New York city in 1909 the advertising world looked on in mild wonderment. For our part, however, we own to suspicion of a feeling that this same manufacturer might loom up as a species of piker (to employ a forcible if inelegant, term) were he to be compared to the merchants of ancient Babylon and Nineveh who wrought their "ads" upon tablets of clay. Limitations and handicaps considered, it seems to us to be an open question

whether the ancients did not show greater enterprise than the chewing gum king with his millions of capital and the perfecting presses, etc., of his day. What would not the ancients have done with his resources?

Drawing closer to that which mainly claims our interest—the advertising of pottery, glass and kindred lines—we will make a criticism which we think opportune here.

The average potter and glass maker who prepare their own copy write that which too frequently suggests a "factory atmosphere." They seem to forget that the advertisements are to be read by people a major part of whom have never been within such manufacturing plants in their lives. It would be far better, where a professional "ad" writer is not employed, to tell the story of the ware in question to a salesman or saleswoman in the china and glass department of the average metropolitan store and let him or her fashion the advertisement. The probabilities are that the real human interest points of the case would be developed to a greater degree than if the work were done by one who was subconsciously aware of the grinding of machinery or the clank of tools while he wrote. "Beautiful Snow' is said to have been written in the summer time. It is sometimes better to view the subject in perspective.

A potter or a glass maker may be capable of pointing out the weak spots in an automobile or a real estate advertisement, yet when it comes to building advertisements for their own lines of business they may fall into the same relative errors.

There are advertisers who regard the preparation of copy as of comparatively little importance so long as the name of the article and the name of the firm are printed in type sufficiently large. Some of these advertisements wouldn't sell ice at the equator if the sales depended solely upon the arguments put forth in them.

The man who is careless about the preparation of his advertisting copy and the man who runs a "one-time" advertisement about twice a year are both taking long chances upon losing whatever money they pay for the publicity. The "one-time" advertiser may have an article which offers exceptional value, but if he merely plants the seed and expects the crop to mature without further effort on his part he will very likely be disappointed. The law of the harvest is to reap a multiplicity of that which is sown. But it is equally a law that a systematic and energetic programme must be followed by the farmer if the harvest is to come up to expectations.

The "one-time" advertiser abandons the field right after the sowing, and the weeds of public forgetfulness grow over his immature plant. To be sure, there are exceptions to this rule. Some "one-time" advertisements are highly productive, just as some seeds yield crops a hundredfold with practically no care or attention having been bestowed after the planting. However, these only prove the rule.

Let us resort to the farmer for another illustration. The farmer who desires to raise sweet potatoes, for instance, selects sandy ground for the planting. He wouldn't think of using a clay or loam field when sandy soil was available. Corresponding care is used in selecting the soil for other crops, according to their natural requirements.

In like manner the manufacturer or jobber in pottery, glass and kindred lines when sowing the seed of advertising should select the field best suited to his lines The journal devoted solely to the trade may reasonably be expected to prove a better medium than one with a general circulation, even though the latter may have a much wider circle of readers. A hardware magazine *may* reach some dealers who handle crockery and glassware as side lines, and a furniture paper will also carry a pottery or glass advertisement to *some* buyers. The logical field, however, is the publication whose mission is expressly that of catering to the trade direct. A direct appeal to the trade by means of folders and booklets has also been found invaluable as a means of supplementing trade-paper advertising.

We spoke about the necessity of carefully preparing the copy so that all the virtues of the article may be brought out. It is of equal importance that the good points be not exaggerated or overdrawn. The general public has grown to place as much confidence in the advertisements of reputable business concerns as it does in a time-table, which is really the advertisement of a railroad company. This being so, it is important that the confidence be not abused, lest there occur a reaction in the popular mind which would prove costly to all advertisers. Truth, after all, is the only thing worth while. The man who makes impossible promise may achieve success for a time; but it is only for a time.





Royal Worcester Ivory Porcelain.

Old Sheffield Plate.

OLD Sheffield plate, much as it is now esteemed by collectors, was, in its origin, a sham. It was an attempt to suggest the value and splendor of solid silver by a thin veneer, as one might say, of the precious metal upon a foundation of baser metal. It was a pretense. Still, it was not the only pretense of its kind, nor waa it the worst of shams. If the plate worker was a niggard with regard to the precious metal he was not sparing of his labor. He put as much work in to his plated ware as he did into the non-plated ware of the same kind. This, from an artistic point of view, is the saving grace of old Sheffield plate. There are those who "love all things old." The true connoisseur's attitude toward antiques is somewhat different. He seeks first for merit, for beauty and even for utility; and it is only when these are combined with age and rarity that he is moved to raptures.

Many people regard as Sheffield plate every object which is made of copper faced with silver. In one sense this is true. The object is plated, and it may have been made in Sheffield. This, however, is not the accepted technical meaning of the words "old Sheffield plate" Many articles of electro plate have a copper base, but the silver was laid on by electro deposition in what may be called a chemical bath, and the operation of silvering was quite mechanical. Moreover, long before Sheffield plate was known objects of inferior metal were plated with gold or silver by processes analogous to gilding, or to amalgamation. In all these instances the article was wrought into shape before it was plated. In true Sheffield plating, on the other hand, a duplex plate of stout copper and thin silver was first prepared, and this was subsequently worked into shape as if it were a simple sheet of silver.

It is worth a few moments' study to learn a little more of the actual operations by which Sheffield plate was made, since the technicalities of a craft frequently provide the best means of discriminating its product from others which are superficially similar. The workman provided himself with a little block of copper, somewhat the shape of a brick. He smoothed and cleaned one surface very carefully, and applied to it a thin sheet of silver as carefully cleaned. Over the sheet of silver a stout plate of iron was laid, a little whiting being rubbed over its lower face to prevent it adhering to the silver. The three thicknesses of metal were bound together with wire, and the edges of the silver were touched with borax and water. The block was then placed in a reverberatory furnace and heated to a red heat, when the edges touched with borax showed signs of melting. At this instant the block was removed and allowed to cool, when, if the operation had been carefully conducted, the silver was found adhering to the copper. When the block had been carefully cleaned it was passed between strong steel rollers and rolled out into a sheet, the silver rolling out with the copper. From the sheet of copper faced with silver which was thus obtained the silversmith made his salvers, candlesticks, loving cups and other articles with the aid of hammers, dies, soldering irons and a score of other tools.

Now, in what way may this knowledge help us in discriminating old Sheffield plate from other kinds of plate which are similar to it? It is manifest that an article which is plated after it has been wrought to its final shape will have the whole of its exposed parts covered with silver. This is not the case with articles which are wrought from a plated sheet. The workman did, indeed, take care so to work his metal that the copper at the back of it was always turned inward and hidden from view; but wherever a raw edge was left the copper revealed itself. Various devices were adopted to remedy this defect. Sometimes, when an article was silvered upon both sides, two plates were used back to back, and in that case the silver was flatted out on both sides, and drawn together over the edges. Another device was to wrap narrow ornamental strips of silver over the edges of the plate wherever the copper was exposed. Sometimes a silver thread was soldered on the edge of the piece, or the edge itself was rolledover into a sort of hem. As none of these devices was required in plate that was silvered in its wrought state, the employment of any one of them is fairly reliable evidence that the piece is "old Sheffield."

Another point worth noting is that the old plater —the close-plater, as he is sometimes called —would be very sparing in the use of engraving as a means of ornamenting his plate, because the graving tool, if it

did not cut quite through the silver, would at least thin it, so that a smaller amount of wearing and cleaning would lay bare the copper. This does not apply, however, to an inscription, but only to engraving for ornamental purposes. A special precaution was adopted for those articles which were to receive an inscription.

Great care is required in purchasing Sheffield plate. The art of its manufacture is not yet obsolete, and every peculiarity of the old ware may, of course, be copied. In this, as in other branches of connoisseurship, signs of age and marks of long continued usage must be looked for, and the brain must aid the eye.

COURAGE.

COURAGE is as essential to success in business as it is in war. Faint-hearted men never by their own efforts accomplish anything worth while, although a quasi-success is occasionally thrust upon them.



DANIELS & FISHER STORES CO.'S NEW BUILDING AT DENVER.

To have courage means, above all, to be able to practice self-abnegation, to make real sacrifices of every kind, in behalf of the ultimate object. It means strength and daring to depart from the well-beaten path, and the ability to carve out a new way.

To have courage means to brave danger, to fight, or even die, for a a right principle; to be fearless, just and iron-willed. A courageous man is strengthened rather than disheartened by adversity. He smiles, when fate frowns, until fate finally smiles with him.



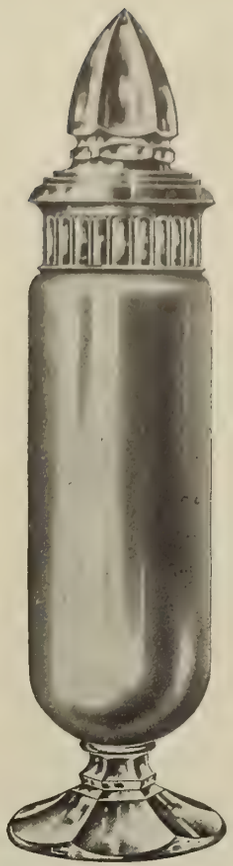
Pilgrim Jar.
Patented



Capitol Sample Bottle.
Patented



Oil Sample Bottle.
Patented



Congress Sample Bottle.

IF you are looking for Display Jars, call upon us or send for our catalogue. We make the finest line manufactured. Our line also includes tableware (Colonial and other designs), pure food containers, tumblers, special mould work, etc.

SAMPLES ON EXHIBITION AT

E. B. Dickinson, Fifth Ave. Bldg., New York.
J. J. Reed, 220 Devonshire St., Boston, Mass.
W. O. Edmonston, Baltimore & Sharp Sts., Baltimore, Md.
T. M. Schollenberger, 908 Kesner Bldg., Chicago, Ill.
C. C. Mayer, 406 Granite Bldg., St. Louis, Mo.
Tobe Blumenthal, City of Mexico, Mexico.
Schloss Crockery Co., San Francisco, Cal.
H. B. Whitney, Traveling Representative.
W. J. Ruch, Jr., Traveling Representative.
A. W. Frank, Traveling Representative.

RIPLEY & COMPANY,

House Building, Pittsburgh, Pa.



Colonial Congress Globe Jar.
Patented



Puritan Jar.
Patented



Congress Globe Jar.

Decorated Dinner Ware

For 1912

ON SHAPES

"WESTOVER,"
"MT. VERNON,"
"CUMBERLAND."

We will have new and attractive decorations on all shapes.

Our New Shape, "THE CUMBERLAND."

See opposite page.

Also new decorations on Toilet Ware and "Ohio" Covered Jugs.

THIS TRADE MARK



EDWIN M. KNOWLES
CHINA CO.

STAMPED ON THE BOTTOM OF EVERY PIECE OF WARE WE MAKE IS A GUARANTEE OF DURABILITY AND EXCELLENCE OF FINISH.

THE

Edwin M. Knowles China Co.

East Liverpool, Ohio.



Manufactured by

The Edwin M. Knowles China Co.,

East Liverpool, Ohio.

Edward Miller & Co.



L 709



L 755

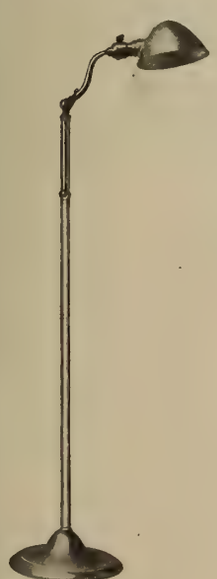


L 729

THERE is nothing on the market to equal in attractiveness the MILLER line of Gas and Electric Portables. They are exquisite in design and finish, and are as decorative in the home as they are useful. If you deal in gas supplies you should have at least a fair assortment of MILLER Portables, with the superior MILLER gas burners, as trade attractors. They make a handsome and dignified window display. These are not cheap goods, but are splendid values for the prices asked. The unusual facilities of our factory permit us to produce very superior effects in fine castings and unique finishes. (Write for booklets—8a, Electric Desk and Floor Lamps; 9a, Electric Portables; 10a, Gas Portables.)

For almost half a century MILLER Lamps have held first place in the lighting world. From the very first the quality of Miller products has been distinctly high class. While the quantity of the output is now enormous, the same high standard of materials and workmanship is maintained.

The trade is familiar with the Rochester lamp which we made famous several years ago. The latest improved metal center draft lamp is the "Vestal," made in various shapes, styles and finishes. You will find these lamps sell readily to your best trade and pay a good profit. (Ask for catalogs 4a and 5a of Oil Burning Lamps.



L 685

EDWARD MILLER & COMPANY,

MAKERS OF

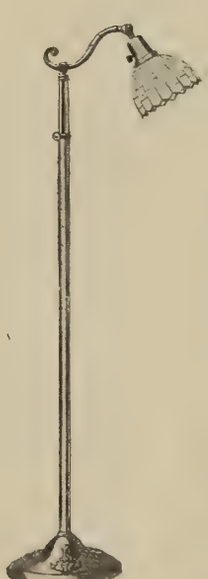
Gas Portables, Electric Portables, Center Draft Lamps, Oil Burners, Miller Oil Heaters, Incandescent Gas Burners, both inverted and upright, Lamps for Flat Wick Burners and Trimmings, great variety of Fixtures for Gas, Electric and Combination,

Factories, Salesroom and General Offices,

MERIDEN, CONN., U. S. A.

STORES AND SALESROOMS:

New York City, 78 and 80 Warren St.
Boston, Mass., 63 Pearl St.
Chicago, 105 N. Wabash Ave.
Philadelphia, 807 Chestnut St.



L 686

The House of Real Quality and Promptness.

Central Glass Works,

WHEELING, W. VA.,

MANUFACTURERS OF

Lead Blown, Pressed and Drawn Stemware, Blown and Pressed Tumblers, Decanters, Carafes, Jugs, Oils, etc.

Hotel, Club and Cafe Glassware.

OUR SPECIALTY:

Deep Plate Etched, Monogram and Crest Work.

For Hotels, Railroads, Clubs and Steamships.

If you want real Quality Glassware and prompt deliveries, try us and be convinced for yourselves.



BRANCH OFFICES:

New York, A. P. Doctor, 66 West Broadway.
Philadelphia, Thos. Downs, Jr., 610 Denckla Bldg.
Baltimore, Green & Thomas, 33 South Charles St.
San Francisco, Himmelstern Bros., 718 Mission St.
Pittsburg, Elkins Glass Co., 210 Fourth Ave.
Denver, Bersback, Maloney & Co., 1517 Lawrence St
Boston, L. A. Fletcher, 157 Federal St.
Cincinnati, Thos. M. Lewis, 437 Main St.
St. Paul, S. R. McMasters, 632 Endicott Building.
Buffalo, E. S. Pease Co., 611 Main St.

The Triumph of the Telephone.

THERE seems to be no activity which is not being made more convenient by the telephone. It is used to call the duck shooters in western Canada when a flock of birds has arrived and to direct the movements of the dragon in Wagner's grand opera "Siegfried."

At the Vanderbilt cup race its wires girdled the track and reported every gain or mishap of the racing autos. And at such extensive pageants as that of the Quebec tercentenary in 1908, where 4,000 actors came and went upon a ten-acre stage, every order was given by telephone.

The hundred largest hotels in New York have 21,000 telephones, nearly as many as the continent of Africa and more than the kingdom of Spain. In an average year they send 6,000,000 messages, says Herbert N. Casson in the "Independent."

Garfield was the first among American Presidents to possess a telephone. An exhibition instrument was placed in his house without cost in 1878, while he was still a member of Congress. Neither Cleveland nor Harrison, for temperamental reasons, used the magic wire very often. In their time there was one lonely, idle telephone in the White House used by the servants several times a week.

But with McKinley came a new order of things. To him a telephone was more than a necessity. It was a pastime—an exhilarating sport. He was the one President who really revelled in the comforts of telephony.

In 1895 he had sat in his Canton home and heard the cheers of the Chicago convention. Later he sat there and ran the first Presidential telephone campaign—talked to his managers in thirty-eight States.

Roosevelt used the instrument mainly in emergencies, but with Taft it has become the common medium of conversation. He introduced the custom of a long-distance talk with his family every evening when he is away from home. Instead of the solitary telephone of the Cleveland and Harrison days, the White House has now a branch exchange of its own with wires running to every room.

Next to public officials, bankers were perhaps the last to accept the facilities of the telephone. They were slow to abandon the old fallacy that no business can be done without a written record.

James Stillman, of New York, was first among bankers to foresee the telephone era. As early as 1875, while Bell was teaching his infant telephone to talk, Stillman risked $2,000 in a scheme to establish a crude dial system of wire communication, which later grew into New York's first telephone exchange.

At the present time the banker who works closest to his telephone is probably George W. Perkins. The Perkins plan of rapid transit telephony is to prepare a list of names, from ten to thirty, and to flash from one another as fast as the operator can ring them up.

Wall street brokers transact practically all their business by telephone. In the Stock Exchange are 641 booths, each one the terminus of a private wire. A firm of brokers counts it an ordinary year's talking to send 50,000 messages, and there is one firm which last year sent twice as many. In the mansion that the late E. H. Harriman built at Arden there were a hundred telephones, with sixty of them linked to the long-distance lines. What the brush is to the artist, what the chisel is to the sculptor, the telephone was to Harriman. He built his fortune with it. It was in his library, his bathroom, his private car, his camp in the Oregon wilderness. No transaction was too large or too involved to be settled over its wires. He saved the credit of the Erie by telephone—lent it $5,000,000 as he lay at home on a sick bed.

"He is a slave to the telephone," wrote a magazine editor. "Nonsense," replied Harriman; "it is a slave to me."

The long-distance talks especially have grown to be indispensable to the corporations whose plants are scattered and geographically misplaced—to the mills of New England, for instance, that use the cotton of the South and sell so much of their product to the Middle West. To the companies that sell perishable commodities an instantaneous conversation with a buyer in a distant city has often saved a carload or a cargo.

Such caterers as the meat packers have greatly accelerated the wheels of their business by intercity conversations. For ten years or longer one of these firms has talked every business morning between Omaha and Boston via 1,570 miles of wire.

In the refining of oil the Standard Oil Company alone, at its New York office, sends 230,000 messages a year. In the making of steel a chemical analysis is made of each caldron of molten pig iron when it starts on its way to be refined, and this analysis is sent by telephone to the steelmaker, so that he will know exactly how each potful is to be handled.

In the floating of logs down rivers, instead of having relays of shouters to prevent the logs from jamming, there is now a wire alone the bank, with a telephone linked on at every point of danger. In the rearing of skyscrapers it is now usual to have a temporary wire strung vertically, so that the architect may stand on the ground and confer with a foreman who sits astride of a naked girder 300 feet up in the air.

The first steamship line to use the telephone was the Clyde, which had a wire from the dock to the office in 1877, and the first railway was the Pennsylvania, which two years later was persuaded by Prof. Bell himself to give it a trial in Altoona. Since then this railroad has become the chief beneficiary of the art of telephony. It has 175 exchanges, 400 operators, 13,000 telephones and 20,000 miles of wire—a more ample system than the City of New York had in 1896.

In the operation of trains the railroads have waited thirty years before they dared to trust the telephone, just as they waited fifteen years before they dared to trust the telegraph. In 1883 a few railways used the telephone in a small way, but in 1907, when a law was passed that made telegraphers highly expensive, there was a general swing to the telephone.

Several dozen roads have now put it in use, some employing it as an associate of the Morse method and others as a complete substitute. It has already been found to be the quickest way of dispatching trains. It will do in five minutes what the telegraph did in ten. And it has enabled railroads to hire more suitable men for the smaller offices.

When quick action is needed in New York City a general alarm can be sent in five minutes by the police wires over its while vast area of 300 square miles. When recently a gas main broke in Brooklyn sixty girls were at once called to the centrals in that part of the city to warn the 10,000 families who had been placed in danger.

If the disaster cannot be prevented it is the telephone usually that brings first aid to the injured. After the destruction of San Francsico, Governor Guild of Massachusetts sent an appeal for the stricken city to the 354 Mayors of his State, and by the courtesy of the telephone company, which carried the messages free, they were delivered to the last and furthermost Mayors in less than five hours.

After the destruction of Messina an order for enough lumber to build 10,000 new houses was cabled to New York and telephoned to Western lumbermen. So quickly was this order filled that on the twelfth day after the arrival of the cablegram the ships were on their way to Messina with the lumber.

After the Kansas City flood of 1903, when the drenched city was without railways or street cars or electric lights, it was the telephone that held the city together and brought help to the danger spots.

And after the Baltimore fire the telephone exchange was the last to quit and the first to recover. Its girls sat on their stools at the switchboard until the window panes were broken by the heat. Then they pulled the covers over the board and walked out. Two hours later the building was in ashes. Three hours later another building was rented on the unburned rim of the city and the wire chiefs were at work. In one day there was a system of wires for the use of the city officials. In two days these were linked to long-distance wires; and in eleven days a 2,000 line switchboard was in full working trim. This feat still stands as the record in rebuilding.

In the supreme emergency of war the telephone is as indispensable, very nearly, as the cannon. This at least is the belief of the Japanese, who handled their armies by telephone when they drove back the Russians. Each body of Japanese troops moved forward like a silk worm, leaving behind it a glistening strand of red copper wire.

At the decisive battle of Mukden the silk worm army, with a million legs, crept against the Russian hosts in a vast crescent, a hundred miles from end to end. By means of this glistening red wire the various batteries and regiments were organized into fifteen divisions.

Each group of three divisions was wired to a general and the five generals were wired to the great Oyama himself, who sat ten miles back of the firing line and sent his orders. Whenever a regiment lunged forward one of the soldiers carried a telephone set. If they held their position two other soldiers ran up with a spool of wire. In this way and under fire of the Russian cannon 150 miles of wire were strung across the battlefield.

As the Japanese said, it was this "flying telephone" that enabled Oyama to manipulate his forces as handily as though he were playing a game of chess. It was in this war too that the Mikado's soldiers strung the costliest of all telephone lines, at 203 Meter Hill. When the wire had been basted up this hill to the summit the fortress of Port Arthur lay at their mercy. But the climb had cost them 24,000 lives.

Of the 7,000,000 telephones in the United States about 2,000,000 are in farmhouses. Every fourth American farmer is in telephonic touch with his neighbors and the market. Iowa leads among the farming States. Not to have a telephone in Iowa is to belong to what a Londoner would call the "submerged tenth" of the population. Second in line comes Illinois, with Kansas, Nebraska and Indiana following closely behind, and at the foot of the list in the matter of farm telephones are Connecticut and Louisiana.



Royal Copenhagen Porcelain in the Brooklyn Museum.

No Paper Cups for Him.

INDIVIDUAL drinking cups!" scoffed Mr. Pankaik. "I[illegible]idual stuff and nonsense, sir! Individual tommy[illegible]ake it from me!" He calmed his indignation to a point where he could speak again. "When I was a boy, we had none of these new-fangled lunacies. When we wanted a drink, we went and got one in a sensible way. Sometimes we lay down by the side of the spring and made an extension of our mouths by excessive pouting of the lips. We dipped this extension into the water and drank until we were water-logged. Like a horse, sir! Like an elephant, sir! As nature intended, sir! I suppose we shall be having individual drinking springs out in the country next. Bah, sir! Bah!

"Sometimes the ground around the spring was wet, but even then we had a blessed alternative. We could either descend to the level of the water by arching over on our fingers and toes, or we could bend over the water and pick it up in large, satisfying, double handfuls. Some drink to that! Not only quenched our thirst, but washed our face and hands as well. What true son of the soil has not rejoiced in that happy moment when he has arisen from the spring and has wiped his wet nose on the sleeve of his shirt? No wonder the country boy is making his mark in the history of the world. No wonder the city boy is being left further and further behind in the race for success!

"And where we had faucets and wanted a good, hearty drink, and none of the folks was around, do you know what we did? We inverted our heads, sir, and put them under the faucet and closed our mouths around the nozzle and turned on the water. Ah, that was something like a drink! And it was a case of drink or sputter, and I want to tell you that there were few of us who sputtered! We drank, sir; gulped it down in great, deep gulps, until our eyes began to bulge, and then we turned off the tap and raised our heads with our mouth full of water. And then do you know what we did? We set upon one of our companions with a challenging eye and pursued him, making threatening but incoherent noises through our mouthful of water and running after him until he found safety in some juvenile Mount Ararat and so saved himself from the flood to come. Then we would pretend that we were dolphins, sir, or whales, and with our cheeks distended we would spout the water straight up in the air like a fountain and try to get away from under it before it fell. And sometimes we did, sir. And sometimes we didn't.

"Those were the tricks we played when our elders were happily out of the way. We knew better than to do it when *they* were around, or we should have received old-fashioned knocks on the side of the head. Yes, sir! And when *they* were around, did we use these heaven forsaken individual drinking cups? No, sir! In that event we used the old tin dipper.

"Ah, that old tin dipper! Why is it that no poet has arisen to sing its charms? Has America no poets any more? There are songs about flowing bowls and wassail cups and steins and glasses and old oaken buckets, but not a word about the old tin dipper! And I say that this is outrageous, sir! And I say that this is not to be tolerated, sir! Unless something is soon done, I shall start singing about the old tin dipper myself, and then everybody will wonder why nobody ever thought of it before.

"I understand they are making these dippers out of porcelain nowadays. They'll be making them out of hammered silver yet, I suppose, with a retroussé design all over them, or whatever it's called. But the only dipper worthy of the name is made out of tin. You know the kind—with a long, straight handle, like one of these new-fangled coffee pots—and always with a rusty place in the bottom. They were the dippers! You could slosh them around in the water with more satisfaction than you could slosh anything else in the world, and when you were through drinking you always left a little water in the bottom of the dipper so you could swish it over your shoulder or sling it about a hundred miles somewhere to the left of you. Some pleasure to take a drink, then! Why, a drink of water out of an old-fashioned tin dipper gave a zest and a fillip to life. And now they talk about individual drinking cups!

"And when we didn't drink out of the spring, or out of the faucet or out of the dipper, do you know what we used to do? I'll tell you. We used to go to the well. First of all, we'd look down in and take a squint at the water, 'way down there. Then we'd start to wind up the rope. First it would come easy, till the bucket was on a level with the water. After that it was man's work, and we'd turn the handle steady till the bucket came in sight. Then with a quick grab we'd take hold of it and rest it on the side of the well. There was a treat for you! A big, cool, wet bucket full of crystal-clear, cool, wet water! And then we'd fasten on to the edge of the bucket like a puppy on a root, and tilt

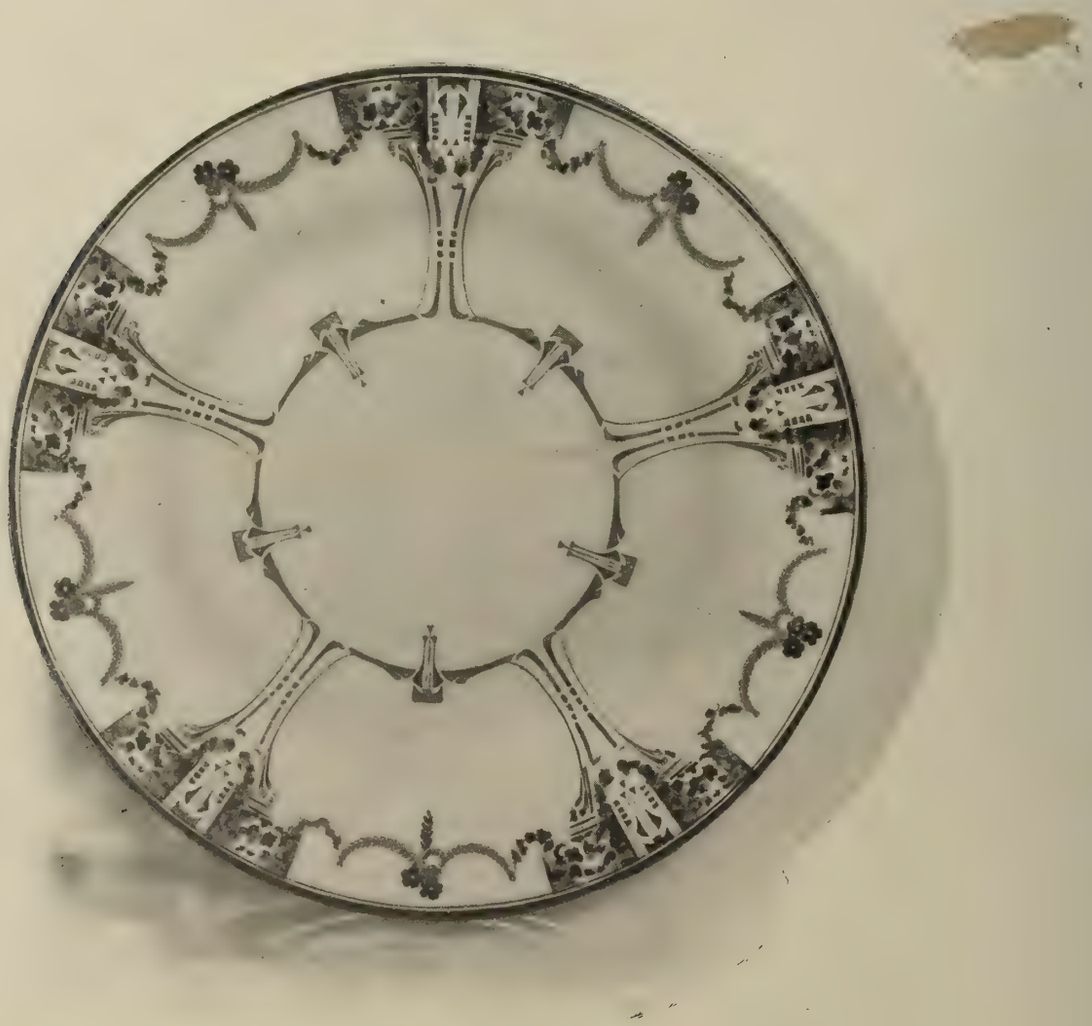
her forward, and tilt her forward, and tilt her forward. Say, and maybe it didn't use to run down the sides of our mouth and trickle all down us, and maybe we didn't have to stand there like little Colosusses of Rhodes, so we wouldn't get our feet wet! And when our thirst was satisfied, we just pushed the bucket backward into the well again and watched the handle spin around and heard the old bucket go clumpety-clump against the sides of the well. Splash! and she hit the water. *That* was the way *we* used to take a drink!

"And now they come forward with all this foolishness about individual drinking cups, and I see people going around like crazy mariners with little sawed-off telescopes in their pockets. Only instead of using them to sight land they fill 'em with water and take a drink out of 'em. And some have little concertinas made of rubber, and drink out o' them! What sort of a nation are we coming to? What sort of a generation are we a-bringing up?

"Why, just the other day I was thirsty, and I went to a cooler to get a drink. Was there a glass? No! I had to put a penny in the slot for a dash-blamed paper cup! But did I drink out of it? No, sir! I scrunched it up in my hand and jumped on it! I used up all my pennies, scrunching 'em up and jumping on 'em; I tell you now, when I was through I felt better, and I walked away with my chest stuck out whistling 'Yankee Doodle,' and I don't care who knows it!

"And then they have these patent nozzles, where you press down a couple of hooks and the water comes bubbling up in your eye and down your collar and makes you madder'n a wet hen. And if you've got a fat face, you can't get it down between the hooks anyhow. And there you are! Now, what kind of a game is that?

"I want to tell you something else, too. The harder you make it for anybody to take a drink of water the more they'll go for the booze. Yes, sir! Suppose a man doesn't carry around an individual drinking cup, any more than he carries around individual money, or individual handrails, or individual eating plates, or individual towels—what is that man going to do when he is thirsty? Is he going to make an exhibition of himself, leaning over a patent thingamajig and letting the water bubble up all over his face? Is he? Well, now, I guess *not!* He's going to walk away like a dignified gentleman nursing a grievance, and you're going to lose sight of him at the very first pair of swinging doors he comes to. You take it from me!"—*Evening Sun.*



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NEW DECORATIONS AT L. STRAUS & SONS.

Ceramic Engineering.

ONE of the most remarkable developments of the past generation has been that of engineering as a profession. Thirty years ago the number of engineering colleges in the country could have been counted upon the fingers of one hand, and the number of those who would now rank as competent engineers could probably have been represented with a figure of two digits. Now there are in the neighborhood of fifty engineerinng colleges of high standing, and the number of men in the United States with engineering degrees run far into the thousands. This development has gone hand in hand with the great industrial development of the country, and its relationship has been both that of cause and of effect. While there are many men doing good work in connection with the manufacturing and engineering professions who have not received the technical training given at the colleges, their number is relatively decreasing, and it is becoming more and more difficult for a young man to work up along these lines without the advantage of a college course. For most positions of responsibility a man must have essentially the fitting which is obtained at colleges, and if he does not get it there, he must get it by hard work in other ways. Many of the large manufacturing and railway companies now give decided preference to technically trained men for positions of responsibility.

One class of industries that has developed very rapidly in the last two decades is what is known as the ceramic industries. The ceramic industries include those in which the production and utilization of natural and artificial silicates is the end in view, namely, clayware, glass, and cement. These three industries constitute a natural division of technology. Ceramic engineering schools have been established to train men to direct these industries.

Some idea of the importance of these industries can be obtained from the statement that the value of the clay products of the United States amount to $166,000,000 a year, the value of the glass is over $80,000,000 a year and of cement over $52,0000,000, making a grand total of $300,000,000 a year for the value of the products of the ceramic industries. This amount is more than twice the value of all the gold and silver produced in the United States per year, and is greater in value than the entire production of metals in the United States in 1895. There are only two mineral industries that exceed the ceramic industries in value of product. These are the production of pig iron and of coal.

Ohio takes high rank in these industries. In fact, in value of clay products she leads the United States. Ohio produces $17,000,000 of brick and tile a year and $13,000,000 of pottery, or a total of $30,000,000 of clay products a year. No other state approaches this value. Ohio also produces $10,000,000 of glass per year, $1,500,000 of cement, and several million dollars' worth of enameled iron and steel wares. The grand total value of the product of the ceramic industries in Ohio is over $40,000,000 a year.

In view of the constantly increasing importance of the ceramic industries in the branches of engineering and science in Ohio, need was felt for men trained in fundamental to these industries. So seventeen years ago, at the solicitation of the men engaged in the ceramic industries in Ohio, the State Legislature made provision for the establishment at the Ohio State University of a Department of Ceramic Engineering, the first in America.

Professor Edward Orton, Jr., was made director of the department, a position which he has filled with honor up to the present time. Professor Orton has been at great pains to gather about him a capable staff of assistants. The result is that every man on the instructional force is recognized as an expert in some phase of the ceramic industries. The school at Columbus still remains the foremost of its kind in this country, although other ceramic schools have been established.

The facilities of the department comprise a convenient chemical laboratory for analysis and decomposition of silicates, a complete mechanical outfit for the preparation of clays for pottery manufacture and the production of the ware itself, of any grade, from earthen wares to porcelain; machinery for grinding, tempering,

washing, filtering, and molding; a plant for the manufacture of brick, tiles, pipes, and hollow goods, a kiln house, equipped with a down-draft kiln, using solid fuel, in which several hundred bricks, or an equivalent quantity of sewer pipe, stoneware or pottery can be burned; an up-draft kiln, using either solid or gas fuel, for burning pottery, glazed and decorated wares, and clay tests; two muffle kilns arranged to fire either oil or gas, and used especially for clay testing and glazing experiments, and several small furnaces for melting glass, burning cements, testing refractory materials by use of compressed air and natural gas; an electric furnace of high temperature work; a ceramic museum, containing a collection of American pottery and clay products of every class; a library of the best literature on the subject, mainly German, but containing a few English and French works, and the trade periodicals.

The ceramic engineer should be enough of a geologist to determine whether a tract of country possesses minerals suited to silicate manufacture and enough of a mine engineer to win economically the deposits found, whether they are to be quarried or mined. He must be enough of a mechanical engineer to direct successfully the necessary transportation, preparation, and manufacture of these materials. Above all, he must be enough of a chemist to understand the processes taking place in kilns and furnaces, both as regards the generation of heat, and the formation of new silicate minerals from the earthly raw materials. The intimate relation existing between the composition and properties of silicate products throughout all ceramic operations, and the use of chemical control for maintaining these relations constant, make the training of the chemical laboratory absolutely necessary to the safe and progressive management of any modern ceramic industry.

The object of the course is to fit men to take positions of large responsibility in the ceramic industries. A man's value is measured in most cases by his ability to handle large enterprises and direct the work of other men. The training for such work requires a broad foundation. The laying of this is started in the schools, and with further building fills up nearly the whole of the first year's work in college.

As benefits its importance to the engineer, mathematics extends as a solid five-hour course from the time the student enters up to the end of the second year. Algebra, trigonometry, and analytical geometry in the first year, and calculus throughout the second form the basis for much of the technical work and especially for the work in mechanics. This may be said to continue the mathematical series throughout the third year.

Modern language is an important study, though it is not required beyond the first year. It may be either German, French or Spanish, though German is preferred, owing to the large volume of ceramic literature in this language. Too much emphasis cannot be laid upon the importance to the engineer of the study of English as a tool for use in his dealings with other men; and this study also is in general confined to the first year.

Next to mathematics, chemistry and physics form the most useful sciences to the engineer. General chemistry and qualitative analysis constitute nearly one-fourth of the work of the first year, while physics has a place in the second year. In both chemistry and physics, laboratory work is an important accessory to the lectures and recitations.

Drawing is the graphical language of the engineer. In the second year the drawing and projections are carried through the first year. In the second year the drawing is continued as descriptive geometry for the first semester, and machine sketching in the second. In architecture there is a special series of drawing courses after the first year.

Military drill is required in the first and second years and gymnasium in the first, except for a few who for various reasons are excused.

In the second year technical work in ceramic begins with a laboratory course running through the year, dealing with the chemical analysis of the various materials used in the ceramic industries. During the last semester this is accompanied by a course in ceramic calculations. In the third year, this work is continued by a course of lectures through the year, which covers the winning of the raw materials, their preparation and manufacture, and the drying, burning, and decoration of the ceramic products. There is also a lecture and laboratory course on physical chemistry and its application to the ceramic industries. In the ceramic bodies, the production of glazes, and the production of enamels and colors continue the ceramic training. However, a course on cement manufacture may be elected in place of the course on enamels and colors. In this year there is also a course on the drawing and design of ceramic structures.

There are also courses distributed through the third and fourth years on the metallurgy of fuels and iron, geology, design of trusses, mechanism, mine surveying and steam engines and boilers. The last consists largely of laboratory work. As a requisite to graduation, a short thesis on some original work along ceramic lines is required.

To give an idea of the kind of positions held by the graduates from this course after they have been out of college for a few years, the following classification of positions now held by men who have been out three or more years is given: Expert in charge of manufacture of insulator goods, 5; teachers of ceramics, 4; government service, 2; superintendent of brick plants, 15; superintendent or technical expert of terra cotta plants, 10; superintendent of potteries, 4; technical men in potteries, 2; managers and owners of brick plants, 3; technical men in abrasive wheel manufacture, 3; superintendent of sewer pipe plants, 3; cement chemists, 2; enameled ware chemists and superintendents, 2; general or analytical chemist, 1.

The college does not claim to produce finished and experienced engineers, but it does give the kind of training which is considered best not only by the men in the



Kinran Vase

At A. A. Vantine & Co.'s

closest touch with the problems of technical education, but also by those engaged in high-grade ceramic engineering work. This training gives the student an experience and a facility in the solution of practical problems, which enable him to acquire quickly such an insight into the detailed methods of a business as will fit him to take a responsible position.

It is, of course, impossible to train men to become successful engineers unless they possess natural talents for that class of work. In general, these are indicated by a liking for mathematics and the applied sciences of chemistry and physics; also by an interest in the use of tools, in drawing, and in practical construction. Every year many persons who are not naturally fitted to be engineers enter the college because they believe that ceramic engineering pays. As in every other profession, a man's success depends largely upon his native adaptability to his particular line of work, and it is very seldom that one who has not shown natural inclinations along the lines indicated above makes a capable ceramic engineer. On the other hand, to the man who has the talent for this work, it is doubtful whether there is any profession that will give better satisfaction or remuneration.

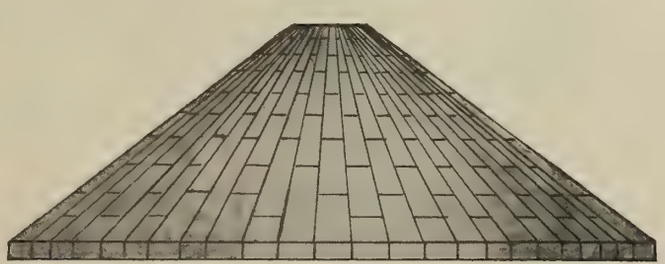
The Adaptation of Art Glass to Illuminating Purposes.

By CHARLES B. KONZELMAN.

A LITTLE over thirty years ago, John La Farge, the celebrated artist-architect, desiring to secure certain combinations of color not hitherto obtainable in the glass used for the construction of cathedral windows, conceived the idea of mixing opalescent glass with clear pot colors, and with the aid of Frank Thill, a Brooklyn glass manufacturer, began experimenting in this direction. While considerable success resulted from their endeavers, it remained for Louis Heidt, a former employee of Thill, and Joseph Ringinger, an expert glass mixer, to bring the product to pretty nearly perfection. This they did about 1882, producing sheets of glass containing the most subtle gradations of tone and tint. Prior to this the makers of "stained glass windows" built up their designs from pieces each of an individual color, supplementing the lack of gradation by painting and enameling. Now they were enabled to make the subjects in the designs of the glass itself without extraneous aid, and at the same time secure a beautiful effect hitherto impossible. With the exception of the flesh parts (and in some instances even these are worked out in the new glass) the brush work heretofore absolutely necessary was done away with.

Louis C. Tiffany, of the Tiffany Studios, was the first to use this extremely artistic glass for illuminating purposes. In 1886 he designed a chancel lamp in keeping with and on the same lines as memorial windows. It proved so appropriate and effective that Mr. Tiffany decided to extend the idea, and in 1890 the Tiffany Studios put on the market a series of the most beautiful lamps for household use. The first shade was cone-shaped, of leaded glass in different tones of green, and was constructed by Joseph Briggs.

In the original shades the leads holding the glass together needed inside reinforcement to make them staple; and this finally led to the abandonment of the leads themselves and the substitution therefor of a thin copper binding. This permitted the assembling of smaller pieces of glass and the constructing of any conceivable shape and design, together with a greater diversity of color blending, with the result that far more artistic pieces were produced.

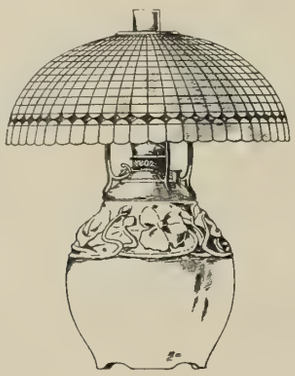


FIRST LEADED GLASS SHADE FOR HOUSEHOLD USE. MADE IN 1890.

The lamp shade manufacturers throughout the country now began to see that what they thought was a fad for the moment was really the beginning of a revolution in the lamp shade industry, and the more progressive ones became convinced that there was a vast field for the art glass lamp if it could be produced at a price within the reach of those of moderate means. The perfection of the electric light and the incandescent gas mantle now came to the aid of the industry. By virtue of their brilliant illumination effects could be secured unobtainable with the unaided gas or kerosene, and very soon there were no

less than seven representative factories making the new glass.

Art glass domes and shades grew into amazing popularity, and so wide was the demand that the need for something at a more moderate price than the leaded article could possibly be made for became



MODERN LEADED SHADE.

apparent. Consequently a cheaper method was introduced. This took the form of a metal overlay in imitation of leaded glass, so cleverly done that it almost defied detection. It is difficult to attribute to any one man the introduction of this clever deception. But it lay with P. J. Handel, of the Handel Co., Meriden, Conn., to bring it to its present state of perfection. It was he who also introduced the color schemes in lamp shades that completed the illusion. Beautiful landscapes with gorgeous sunsets were so marvelously executed by his proeess that upon their introduction even the trade marveled. This glass is called "Teroca ware."



"TEROCA" GLASS WITH METAL OVERLAY.

Another variation was gained by the use of sawed brass shades with opalescent glass linings. Some of these, in Persian designs, had a real oriental effect, but others degenerated into mere gimcrackery.

Then followed "Teroma," in which novel and effective results are obtained by painting. The colors are so fused with the glass in the process of firing, however, that the effect is entirely different from the ordinary painted shade.

Economies in manufacturing processes necessitated by close competition have brought prices down amazingly. Of course high class lamps at the present day still bring good prices; but to show the difference in the cost of leaded lamps when they were first introdouced and the present time, one that originally sold for $150 has been reproduced and is now selling in a department store in this city for $50.

Inprovements are being made all the time. One of the latest, by P. J. Handel, does away with the inside holder attached to the shade of gas lamps, the fixture being attached to the standard, so that all that is necessary on the shade is a ring aronnd the opening to fit over the attachment on the lamp. Another of his innovations is a combination oil and electric lamp. This is particularly practical in houses where elec-



"TEROMA"

tricity only is used, as in the event of a storm or other causes which render it unwise or impossible to use the electric current the oil lamp is ready for immediate use.

JOB FOR AN EXPERT.

THE prohibition by the labor unions of anything being done by a workman outside of his own special branch is well exemplified in the following:

A gang of laborers was employed on a railway contract removing earth with wheelbarrows. While proceeding with his work one of them noticed that the wheel of his barrow was squealing terribly, and to put a stop to the noise he turned the barrow over and was in the act of greasing it when the boss noticed him and shouted out:

"Holloa, O'Brien! What the deuce are you doing?"

"I'm greasing my barrow, sir."

"Who told you to do that?"

"Sure, no one, sir. I took it upon myself."

"Well, don't let me catch you at it again. What do you know about machinery?"



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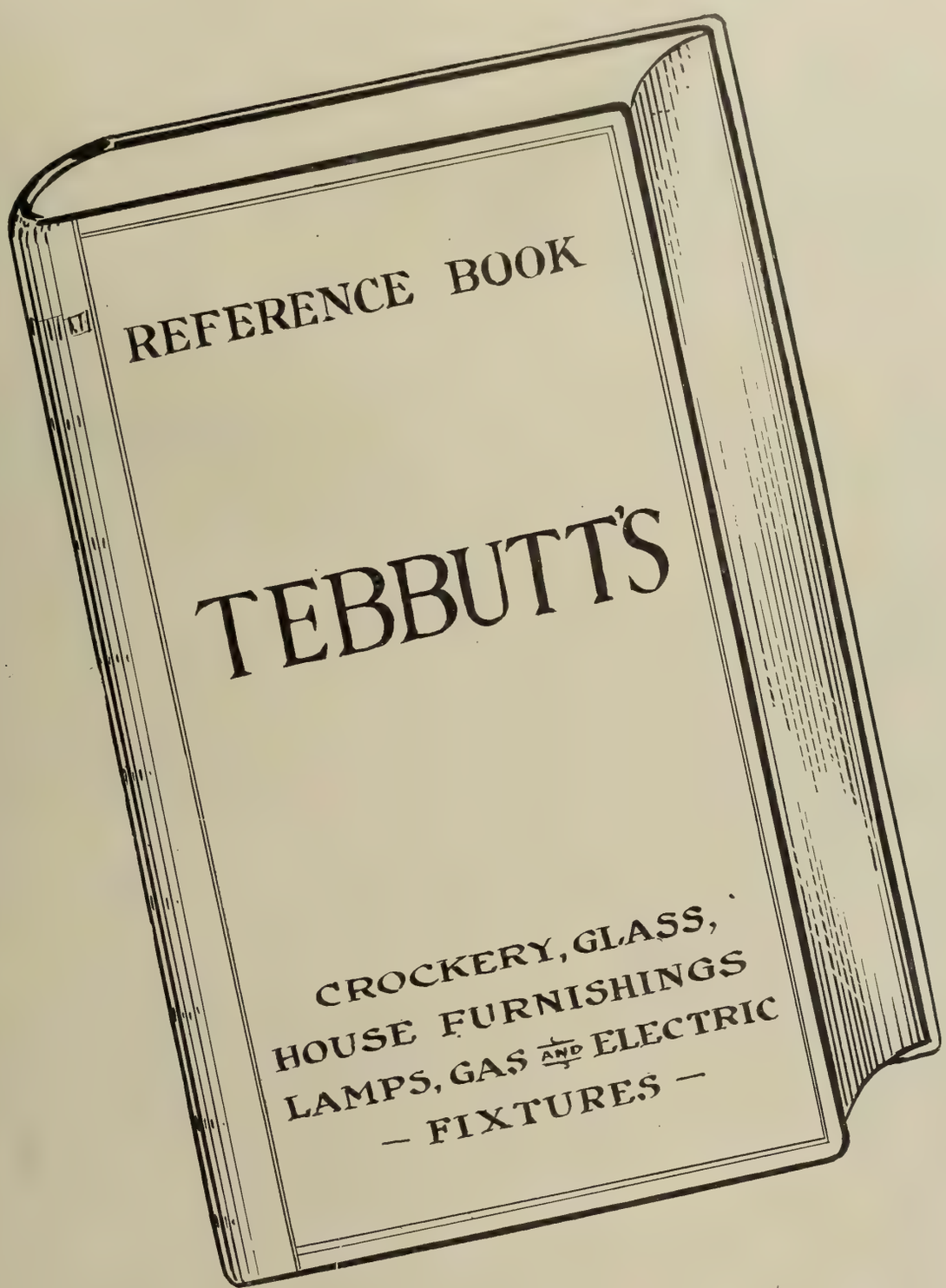
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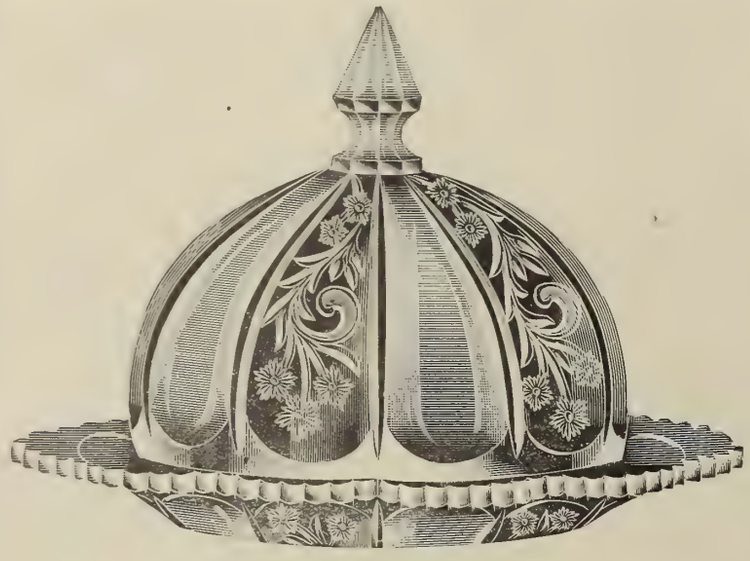
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Special Attention Given to the Gas and Electric Fixture and Lighting Supply Dealers.



Bigger and Better Than Ever. **Ready for Distribution First Week in January.**

Just Address "TEBBUTT'S, East Liverpool, O."



Butter and Cover



Footed Jelly

INDIANA GLASS COMPANY,

DUNKIRK, IND.

Our new line. Well-known Indiana Quality. Everybody delighted.

THOS. G. EDGE, New York.
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January display, Room 639, Ft. Pitt Hotel, Pittsburgh, Pa. James E. Merry in charge.



Goblet



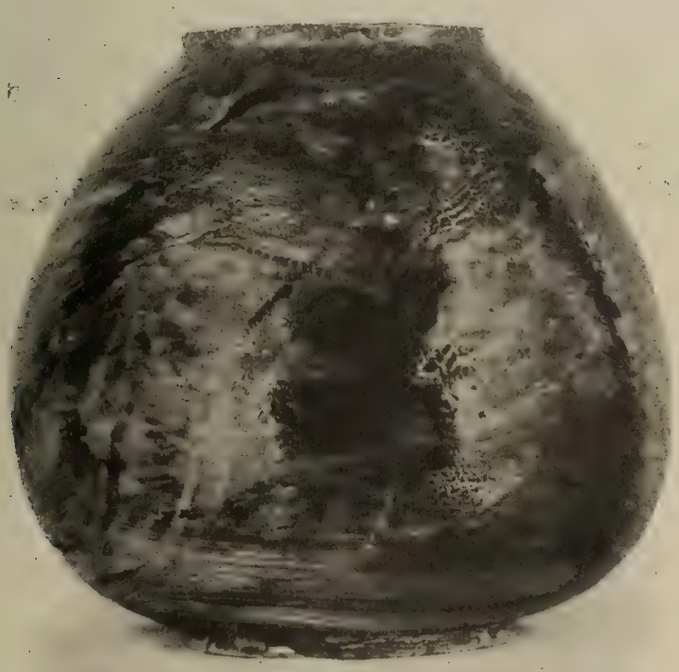
8-in. Berry

A Wonder-Worker in Glazes.

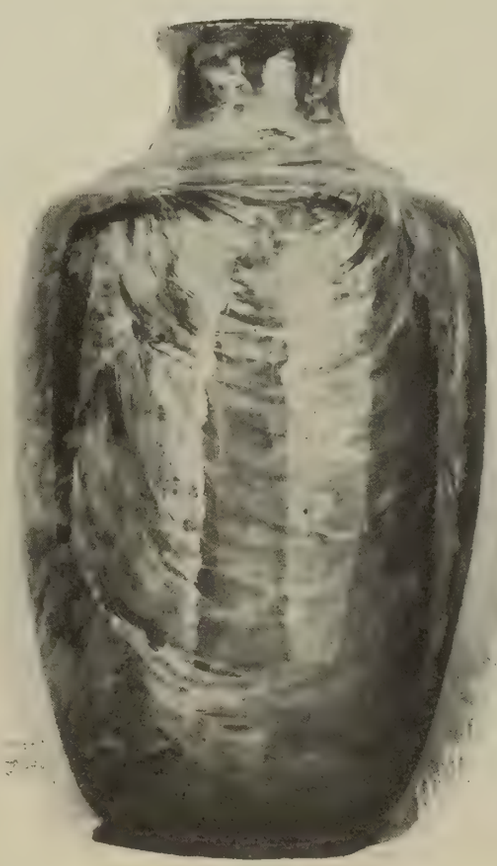
STANDING boldly forth from among the pines and oaks on a Westhampton, L. I., hillside that slopes toward Moriches Bay are two somber-looking citadels. The smaller is a pottery, a roadside haunt which has recently gained considerable popularity among members of the Hamptons' summer colonies. The larger structure is a seventeen-room, three-story residence. Theophilus A. Brouwer, who is an odd admixture of artist, artisan, scientist and potter, built it with his own hands, unassisted except by a rough laborer to help mix the mortar and carry the bricks. A peep within its arching portals is like a journey back through the ages, the only jarring note in its make-up being the electric cook stove in the kitchen and the modern plumbing and heating plant, which Brouwer himself has installed.

Mural decorations, the work of his own brush, hand-carved newel posts and mantels, and statuettes of excellent design, abound within the castle. Gold, mingled with hues of brown-red and weathered bronze, covers its walls.

The crouching lion of life proportions before the castle, which was built upon the site of a former pottery of Brouwer's, is also a product of his own chisel. In less than two weeks he carved the huge king of beasts from a block of Portland cement.



Matt surface, showing iridescent fire markings. No colors used.



Mirror surface, showing gold, ruby and purple fire markings. No colors used. One firing for glaze only.

Brouwer is the original "Jack of All Trades," says a writer in the "Brooklyn Eagle." For the last seven years, besides making pottery, painting landscapes, surveying lots, grading roads, sculping statues, casting bronzes and carving wood, he has been building castles. Not the castles in the air of the artistic dreamer, who watches them rise and disappear in the smoke of his own cigarette, but real structures of brick, stone and cement, for Brouwer is the kind of dreamer who makes his dreams come true.

His iridescent pottery, pronounced by experts to be

the most beautiful of its kind, was once only a dream of the past—a lost art apparently never to be regained, but with the same patient plodding work with which he built his two castles, he has discovered the secret that disappeared during the sixteenth century following the deaths of Maestro Giorgio of Gubbio, its discoverer, and his Italian Saracen pupils.

One only needs to visit Brouwer's pottery to be convinced that he fully merits the high place he has been accorded in the field of ceramic art. Upon the most resplendent of creams, mauves, greens, yellows, reds and browns he has caught and imprisoned the lustre of the rainbow and the ruddy green of the sunset. How he does it he will not tell. He only declares that not one ounce of coloring matter of any kind or description goes into the composition of his wonderful ware.

"It's all the effect of the fire," he declares, "and I could teach the whole process to an unitiated person in less than a day."

He does not believe in patents and has never taken an assistant into his confidence, though he at one time was helped in his work by a full-blooded Montauk Indian, one of the last survivors of his race. Brouwer has offered to sell his formula for $100,000, but is not at all anxious to find a buyer.

Steady application to his work in the pottery would easily bring Brouwer over $100 a day, for his furnaces have a capacity of four vases every seventeen minutes. He has shortened the regular process of glazing from thirty-six hours to seventeen minutes, and the entire process, beginning with the unmixed clay, from ninety-six to six hours.

His finished product brings him in from $5 to $50, but he spends only a small part of his time in the pottery, being well content with just income for his immediate needs. This gives him an opportunity of carrying on the thousand and one other occupations, which, though less remunerative, afford him quite as much pleasure as does his pottery making.



AT THE FURNACE.

When he is eye-weary from the blinding glare of his ovens, he finds recreation in plumbing, plastering or bricklaying, and that he is a skilled artisan in all three of these trades, his castles thoroughly testify. It is also an odd feature of his mental make-up that on occasions he enjoys taking a pick and shovel in his hands for hours at a time and doing the work of a $2 a day laborer.

It was twenty-four years ago that Brouwer, who was doing some excellent work in still life and landscape drawing, which brought him considerable praise from the critics, went on a sketching trip to Easthampton. He was

very much enamored with the quaint old colonial village and within a short time had settled down in a bungalow by the seashore. One day while reading a magazine he came across an article telling how Charles Dudley Warner had discovered in an old curio shop in Mexico some crude examples of iridescent pottery. The Indians had apparently acquired their rude art from the Spanish monks, some of whom had learned the secret from the followers of Maestro Giorgio.

Brouwer immediately determined to try his hand at making some pottery of this kind. He coated some old crucibles he had used for melting metals with a transparent glaze and left them to bake over night among the live coals in his base burner. In the morning, much to his surprise, he discovered that they had taken on a most beautiful iridescent lustre, resembling mother-of-pearl. He sent them to a big Manhattan firm and they attracted so much attention that he resolved to keep at work until he attained a perfect model.

It was in this way that Easthampton's Middle Lane pottery came into existence. Brouwer's vases soon found ready buyers, and at the end of ten years he was enabled to move his family and chattels to a spot in Westhampton which he found more pleasing. This was close to fourteen years ago, when Brouwer was but 34 years old. He is now in his 48th year, but his blue eyes have lost none of their kindliness and his manner has the mildness of a man who has spent much of his time alone, delving into the secret alchemy of the beautiful.

He calls his workshop the Brouwer pottery, but his products, besides his signature, bear the letter "M," in memory of Middle lane, along with a facsimile of the jawbone of a whale that formed the entrance to the grounds in Easthampton.

By degrees Brouwer has perfected his process of "fire photography," as he calls it, and now he claims to be the only person who can produce a given color upon the surface of an unglazed biscuit covered with a transparent glaze, without the aid of chemicals or pigments. He is also one of the few potters who have succeeded in putting gold leaf under glaze, but the process is so difficult and dangerous to health that he states that he will turn out no further examples of this kind of work in the future.

Before the eyes of an admiring audience he will place a piece of baked clay, molded and prepared by himself, into one of his furnaces. He does not "throw" his clay on a wheel, but casts it in a matrix of his own make. Contrary to all custom, he heats it to a temperature of over 2,000 degrees in less than a few moments and then at the request of one of the visitors will often jerk the vase out while it is still white hot. It cools while those present who are not at all versed in ceramics hold their breaths, expecting to see it shiver into a thousand pieces; but no; lo and behold! it stands unscathed, wearing the shade of green, brown or red asked for, marked with a swirling pattern of the flames that resemble autumn leaves, and growing like a gigantic pearl.

Like the true alchemist or magician, he allows his observers to see only what lies on the surface. At the critical moment they are ushered out of the building while the blinds are drawn and the master potter goes through his formula, which he states, however, "is as easy as rolling off a log."

When his audience returns the biscuit has undergone a wonderful change, and the pale, homely chrysalis has burst forth into the radiance of a gorgeous butterfly.

The Display of Stemware.

By OSCAR C. HELM.

A GOOD deal of valuable information is given to both maker and seller of merchandise in trade papers, and is generally accepted sincerely. We have heard a lot about the "special display of fancy china" and cut glass, but it seems that table glassware, particularly blown stem ware, has been sadly neglected. The following suggestions are the result of keen observation of stocks and buyers' views on this subject, and are intended to help properly display glassware, which is as necessary to the success of its sale as it is to that of other articles.

Most stores (and I have in mind some of the otherwise successful china departments) will spend a great deal of time and effort in the proper display of all their merchandise except glassware; and even if the latter is displayed it is in a damaging way. Most departments display glassware in a manner inconsistent with their other merchandise. For instance, you will find that all items are "sorted out" and put together, which has been perhaps the worst drawback in the results. Here you see all goblets together, saucer champagnes, sherbets, etc., without regard to shape, decoration or cutting.

Now, Mr. Buyer, you do not do so with your dinnerware; then why with glassware? No department manager would think of taking all covered dishes, plates of one size, etc., and put them together and expect a customer to select an assortment by going from table to table displaying that particular item. The average sale of fine stemware is prompted prin-

cipally by its display, and no proper effect can be obtained unless lines or patterns are put together the same as in dinnerware.

Mr. Buyer, did you ever visit a sample room and not find that all patterns (or shapes, if plain) are placed together? Well, if it's done there, why not in your store with the better facilities for display? When Mrs. Jones visits your store with the intention of buying sherbet glasses, all you show her is the desired article, leaving the other items, such as goblets, wines, cordials etc., to be asked for. If you had each line together perhaps Mrs. Jones would be reminded that she could use some goblets, and as she sees them in the same pattern or shape as the sherbets isn't it reasonable that she would buy the goblets either then and there or else come back to your store when she is ready to buy them? Thus your stem line does the same work a dinner pattern is supposed to do—namely, get trade started to buy same in "open stock."

Not all china departments display their glassware in the manner criticised, but the writer has seen so many in otherwise highly successful departments that he is impelled to make this friendly suggestion in the hope that it may direct the buyers' attention to this feature. Departments that display their glassware in the manner outlined are generallybetter able to keep up a complete stock, and you will find upon investigation that they are successful in its sale

Glassware properly displayed is not only more attractive, but the arrangement will bring out the design and shape to better advantage, thus making it more salable. The accompanying illustration of a very successful glassware department in one of the largest department stores in the Northwest will show what is meant.

Proper shelving is of the utmost importance, and in this respect some departments are handicapped. Glass shelves with mirror backs are of course the best for the display of blown or pressed stemware lines and tumblers, plain, decorated or cut.

Now, Mr Buyer, just try this kind of a display once, if you are not already doing so, and I wager you won't go back to the old system of keeping all glasses of one kind "bunched" together. The adage that "goods properly displayed are half sold" never was truer than when connected with glassware.



SHOWING METHOD OF ARRANGING GLASSWARE IN THE "GOLDEN RULE," ST. PAUL, MINN.

DEPOSITING COPPER ON GLASS.

A NEW method of depositing copper on glass has recently been discovered by an English investigator. A mixture of one part of freshly distilled phenylatydrazine and two parts of water is heated until the solution is clear. A warm solution of cupric hydroxide in ammomia is then added (made by precipitating sulphate of copper by potash, washing and dissolving in ammonia). The cupric hydroxide is reduced to cuprous hydroxide with evolution of nitrogen gas. A hot 10 per cent solution of caustic potash is then added until a slight precipitation of cuprous hydroxide takes place. If the solution in this condition is brought in contact with a clean glass surface a bright deposit of copper forms on it. This is thin and perfectly reflecting.





AN IDEA OF

QUALITY

BEAVER VALLEY GLASS CO.,

Rochester,
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New York Office, 32 Park Place.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants.

25 to 39 FRANKLIN, CORNER HAWLEY ST., (Ten Floors), BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son,
MONTEREY,	Ridgways.
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The ORLOFF,	"
The NAPLES WREATH,	"
The MELBA	"
The BRIDAL WREATH, Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel.	"
The DUSSELDORF	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The BALMORAL	" "
The SANTOS, White and Gold,	" "
The ST. MALO, Apple Green and Gold,	" "
The HAVELLA,	" "
The SIMPLON	" "
The GROSVENOR,	" "
The BARODA,	" "
The MIKADO, Green and Gold,	" "
The ARNO	" "
The WHITE HOUSE, White and Gold	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold	"
The SENATE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
MARENGO	" "
The CASKODEN,	" "
The HOFBURG, Flow Blue and Gold,	" "
The ROSALIND, Green and Gold	" "
The EMPIRE,	Upper Hanley Pottery Co.
The DEVONSHIRE,	Samuel Ford & Co.
Old BLUE CANTON China,	Hong Kong.
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China,	Hong Kong
The FONTENAY,	R. Delinieres & Co
The LAFAYETTE,	Villeroy & Boch, Dresden.

LACE BORDER and ROSETTE.	Royal Worcester Porcelain Co,
Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE	"
The TUNBRIDGE China,	Doulton & Co
The ST. LAZARE SPRAY.	Haviland & Co. China.
The CHARONNE,	" "
The DONHOFF.	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The NORMA.	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL.	" "
The ST. GEORGE, Gold Encrusted	" "
The FRONTENAC,	" "
The COUNTESS,	" "
The MIRAMAR,	" "
The AUTUMN LEAF,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
EMPIRE WREATH,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
FONTAINBLEAU,	" "
ELEU DE FOUR, Encrusted Gold. The NAVARRE.	J. Pouyat
White and Gold Encrusted, the LORRAINE,	" "
The ATHENA,	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FULDA, Austrian China.	
The MUNICH, "	
The GRENADA, "	
The LONATO, "	
The INNSBRUCK, "	
The BARONIAL, White and Gold, Bavarian China.	
The LOUVRE,	Theodore Haviland & Co
The ARDENNES,	" "
ALTADENA, Border Hotel,	John Maddock & Son
Royal Dresden BLUE ONION Porcelain,	Crossed Swords brand.
MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated China; also Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

Concerning the CANTON CHINA mentioned above, we have been direct importers of these wares for about forty years and carry them in stock in full line at all times. We believe our stock of Canton China for quality and selection will compare favorably with others, to say the least.

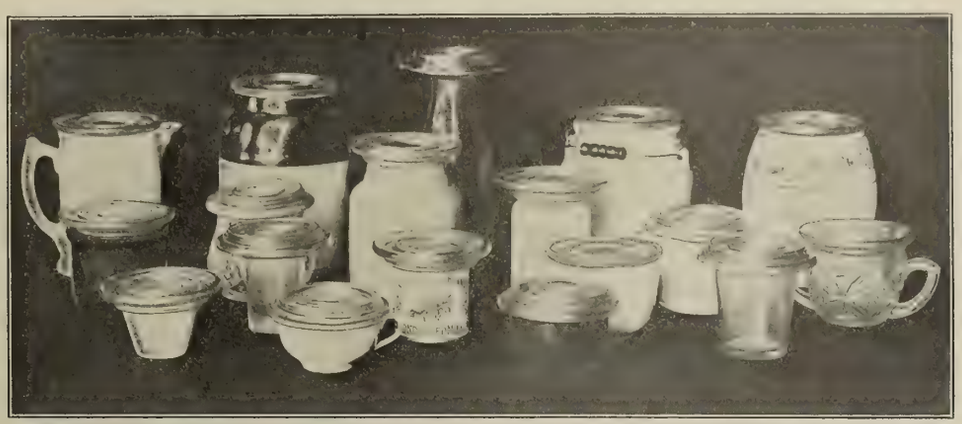
New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns, we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,405 BINS occupied in our sixteen lofts.

☞ **"Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

JONES, McDUFFEE & STRATTON CO., Boston.

Jobbers! Buyers! Salesmen!



Do Figures Speak?—Listen!

AT Madison Square Garden last August, during the week of the National Household Show, each day **145** Fit-All Dish Covers on an average were sold at retail over the counter at our booth. Over a gross a day!

2,782 Fit-All Dish Covers were sold at A. D. Matthews' Sons' department store, Brooklyn, N. Y., in exactly six weeks, beginning September 18th. The best record for a single day was 152 Fit-All Dish Covers sold on October 9th. Over a gross in a single day! **And only the small size (4½ in.) Fit=All Dish Cover, shown in above illustration, was on sale.**

Two larger sizes, which are now ready, should prove even better sellers than the 4½ in. cover, owing to their wider range of usefulness. The new 6½ in. Fit-All is made of crystal glass, the 8½ in. size is made of aluminum.

The three sizes retail at 10, 15 and 25 cents respectively, with a big profit to the dealer.

Every dealer should send for information regarding our Automatic Fit-All Dish Cover Demonstrator. It's a first-class attraction.

Don't turn this page over till you've made a memorandum to write us. A postal will do.

ESSMULLER & BAKER,

76 PARK PLACE (Room 28), NEW YORK.



1812. CHARLES DICKENS. 1912.

Doulton & Company commemorate the centenary of Charles Dickens by the production in pottery of a superb representation of the Dickens characters. They have received the following letter:

THE SAVAGE CLUB,
ADELPHI TERRACE, W.

Messrs. Doulton & Co., Ltd.,
Burslem, England.

My dear Sirs:

I have to convey to you my high appreciation of your ''CHARLES DICKENS'' Doulton Pottery Ware.

I think the conception of the figures, the colouring and the general execution of the whole work most admirable and not easily to be surpassed.

I feel quite sure this ware will be much approved and sought after by all readers and lovers of my father's works; more especially as the centenary of his birth is now so near at hand. I am, my dear Sirs,

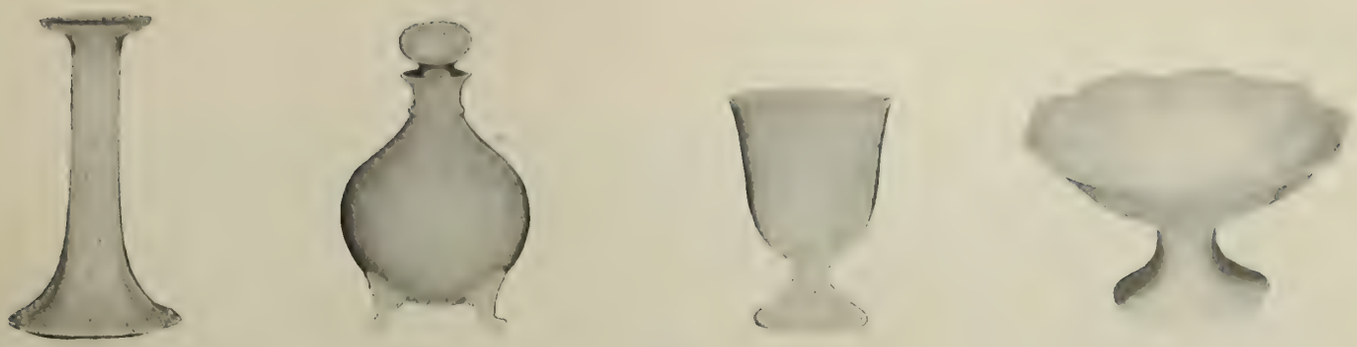
Yours very truly,
A. TENNYSON DICKENS.

WRITE FOR THE DICKENS BOOKLET.

WILLIAM S. PITCAIRN,

44 Murray Street, New York City.

Sole Agent Doulton & Co., Ltd.



WHITE CHINA FOR DECORATING AT HAVILAND & ABBOT'S.

An Ancient Art in a Modern Setting.

For I remember stopping by the way
To watch a potter thumping his wet clay,
And with its all-obliterated tongue
It murmur'd: "Gently, brother, gently play.

ATTAR, an old Persian poet, has a prose-poem of the wet clay in the potter's hands. In a time when we are all so curious of new pleasures, new industries and the wonders of a machine age, to hark back to the ancient potter's art in a modern setting has a fascination undeniable.

Wet clay in the potter's hands was the subject of many a Persian poet Not only did Omar Khayyam sing the praises of the "poor earthen urn" and "a jug of wine," but he told of the "cup that clears to-day of past regret and future fears," and he says:

"For some we loved, the loveliest and the best,
That from his vintage, rolling Time hath prest,
Have drunk their cup a round or two before,
And one by one crept silently to rest."

What would the old Persians, Attar and Omar, have written could they have visited Buffalo's great pottery industry, covering 85,000 square feet of floor space, operated by electricity from a power house which supplies power, light and heat to all the buildings?

The potter thumping the wet clay here is not the product of Persia, but the product of America. A pretty brown eyed girl, with a blue ribbon tied around her hair and a checked apron shielding her dress from the clinging gray dust of the clay, stands near the potter's wheel. It is not a cup that whirls under her dexterous hand, but a plate—a common, ugly looking plate of dull gray.

It is on its way to the final touch of beauty by the artists who have a studio all by themselves in a far corner of this mammoth structure of brick, steel and concrete with its 400 windows and almost as many skylights.

Who shall deny that the clays out of which the urns, the cups, the steins, the plates, are made, though they come from the South, from Pennsylvania, New Jersey and England across seas, are not the clods of "saturated earth cast by the Maker into human mould, to be inverted, like an empty cup," as Omar says in his Rubaiyat?

If Omar's god is wasteful of the earth, giving us but a momentary taste of "being from the well amid the waste," the god of the modern machine never wastes an atom of the precious dust, nor makes a backward motion from the time the clay enters vats to become "slip" or "liquidized clay" until it paases out of the fine silken meshes of the "lawn" to find a resting place for a year or so in the clay cellar. Here is where the clay is mellowed into a soft unctuous paste ready for the potter's art.

Within the modern potter's house the shapes of all sorts and sizes are not "thrown and turned" as upon the wheel of long ago. But all in one operation does the potter turn from the molds a perfect form.

First came the design in clay—from this a plaster cast which is the cast from which many molds are made, and one potter manipulates not one but many molds. As the twentieth century potter's wheel, familiarly known as the "jigger," whirls rapidly about by electrical power, the clay quickly takes shape and finally in the stove room slow heat absorbs the moisture from the clay, and the new vessel shrinks from its mold and is passed on to the finisher.

Rough edges are smoothed, handles, spouts and other supplies added, and then the "green room" awaits with its "biscuit" kilns the next process. These great kilns, fifteen of them in all, are giants, melting pots in size.

In the immense bisque kilns thousands of pieces of ware are placed at once. They remain just long enough for the clay to be burned into a ware, kilns fix the glaze or "glost," and after a 54-hour day in the kiln the clay emerges pure white, hard, and bisque-like.

The girls who brush and sandpaper each separate piece, preparing it for the underglaze, have taken the most important step towards making the vessel "of ungainly mien" a beautiful creation. If the salad bowl you admire so much on your dining-room table is the underglaze ware, its decorations have been put on before the glaze is applied.

If overglaze the delicate colors are put on over the glaze and fixed by a moderate heat. In the latter process this pottery is especially famous, and the perfection of the ware shows that the potter's hand has shaken neither model nor ornament awry. Some of the girls who carry the pottery through these several processes are paid by the week; others by the number of pieces they can turn out in a day.

The modern Buffalo girl in the ancient potter's art lives in a world distinct from the rest of woman's world.



SPONGING EDGES

Again the modern potter has won a secret from the Machine Age and applies it to his art. In a room filled with the hum of machinery are many girls rapidly transferring by decalcamonie process the designs from the especially prepared tissue paper



BRUSHING

which has been passed through copper cylinders of an electric printing machine.

simple trick. The girl who fills in the outline works with amazing swiftness and assurance. An



PREPARING FOR THE ARTISTS

Art has its place also in the process of preparing the overglaze ware. The girls who work in the de-

other girl tints the printed designs with colors.

In the rich brown tones of the Deldare ware



APPLYING DECALCOMANIE

partment of the underglaze ware must have an eye for color and design. The quick turn of the wrist, as the fine gilt line is traced along the edge, appears a

the artist's hand plays a most important part. You may follow the famous Fallowfield Hunt to a finish. If your tastes lean to old English scenes the artists

will carry you through the eventful life of the "Vicar of Wakefield," introducing you to the Vicar himself in his most mellow moments; to Squire Thornhill and the sentimental, amusing daughters of the Vicar.



PAINTING DELDARE WARE

Here in the Deldare ware is a new chapter of the ceramic art. It has not the grey tint of the clay, nor the cold white of the glazed ware, but is a soft, olive green tone, the same all through, and the decorations of hand work are put on in flat colors under the glaze and picture many quaint subjects in highly decorative effect.



PUTTING ON GOLD LINES

Possibly you prefer "Cranford." The artist has given us "Miss Matty in the Sedan Chair," "Posting the Letter" and other familiar subjects.

The NATIONAL CHINA CO.

Announce their new Dinner Service,

"Perfect"

Semi-Plain Shape.



DECOR 6037.

MANUFACTURERS OF

PERFECTION
WHITE GRANITE
TRADE MARK

"Perfection" White Granite.

A FULL LINE—STANDARD CABLE SHAPE.

PERFECT
TRADE MARK

"Perfect" Dinner Ware.

IN A VARIETY OF GOOD DECORATIONS.

N.C.Co.
HOTEL
E.L.O.
TRADE MARK

"National Hotel" Ware.

DOUBLE THICK—EXTRA QUALITY.

The NATIONAL CHINA Co.,

SALINEVILLE, OHIO.

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BOSTON

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AMERICAN GLASS SPECIALTY CO.

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NEWARK, OHIO

DUGAN GLASS CO., Indiana, Pa.

ECONOMY TUMBLER CO. Morgantown, W. Va.

JAPANESE GOODS

Hattori & Nishiura

100 High Street,

Telephone 2421 Fort Hill

Boston, Mass.

WM. R. CLAFLIN

144 HIGH STREET, BOSTON

PHONE FORT HILL 3190

LATCH STRING ALWAYS OUT

Rich Cut Glass (Krantz, Smith & Co., Inc., and Wm. H. Gibbs & Co.)

Gas and Electric Portables

Art Glass Shades

Swedish w/w Enameled Ware (Markt & Hammacher Co.)

Imported Aluminum Ware

J. Frank Hinckley
J. S. Dawes

19 Pearl Street

Rooms 26-27

Boston Sample Rooms for

The Hall China Co.
The West End Pottery Co.
The Coop-Flint Glass Co.
The Potomac Glass Co.

Patronize Boston Offices

C. M. ARCHER

REPRESENTING

The ROSEVILLE POTTERY CO.
at 41 PEARL ST., BOSTON

where we have a

Permanent Sample Room

Showing complete lines of Jardinieres
and Pottery Specialties

L. A. FLETCHER

157 FEDERAL ST.,
BOSTON, MASS.

DUNCAN & MILLER
FINE PRESSED TABLEWARE

CENTRAL GLASS
FINE BLOWN STEMWARE
AND BAR GOODS

GEO. W. BEALS

41 PEARL STREET, BOSTON



VACUUM BOTTLE

Representing:

Goodwin & Kintz Co.
Quaker City Cut Glass Co.
Imperial Art Glass Lamp Works
International Shade Co.
— *and* —
VACUUM SPECIALTY CO.

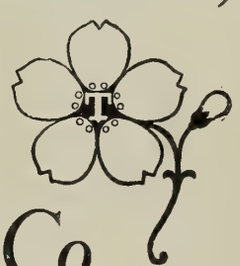

VACUUM CARAFE

Ichi Ban (Number One)

That is the kind of

Japanese Goods

Sold to the trade by



The Tajimi Co.

W. M. PINGREE, Boston Agent

41 PEARL STREET, cor. Franklin Street

HEADQUARTERS IN THE U. S.

597 BROADWAY NEW YORK

Henry T. Edwards

105 Federal Street, Boston

New England Agent

Fostoria Glass Co.

Blown Glassware in all the Latest Designs
Pressed Glassware
Sterling Silver Deposit Ware
Decorated Lamps

N. E. Agents: WM. S. KINNER & SON, CUT GLASS

Do You Sell Cut Glass?

My line of Cut Glass is a revelation for patterns, brilliancy and up-to-dateness.
"The line with the biggest profits"

BUFFALO CUT GLASS CO.

J. W. POWER

164 FEDERAL STREET, BOSTON

Also complete line of Lamp and Candle Shades.

Call in and shake hands.

Ask for quotations on Bead Fringe
Candle Shade Linings.

VILLEROY & BOCH METTLACH Reg. U. S. Pat. Off.

TRADE MARK ON PRINTED WARE

METTLACH WARE

METTLACH VB

TRADE MARK ON INLAID STONEWARE Reg. U. S. Pat. Office.







THE new goods shown above are fair samples of the well and favorably known METTLACH INLAID STONEWARE made by VILLEROY & BOCH, Mettlach.

WELL KNOWN because of our extensive general publicity campaign and the free distribution of the very interesting booklet, "Making Steins in an Old Monastery," to the many thousands who have applied for it. We will send you one if you ask.

FAVORABLY KNOWN because those who have bought METTLACH INLAID STONEWARE are more than pleased with the excellence of workmanship and exquisite designing.

Immediate delivery can be had from the large wholesale houses throughout the country.

Complete sample lines, IMPORT ONLY, including all the Mettlach creations for 1912, now ready in the New York showrooms.

E. R. THIELER,

Sole representative in the United States and Canada.

66 PARK PLACE, NEW YORK.

OTHER VILLEROY & BOCH FACTORIES:

DRESDEN: Table and Toilet Ware, Jardinieres, Pedestals, etc.

WADGASSEN: Crystal Plain and Engraved Table Glassware, Fancy Roemers, etc.

SEPTFONTAINES: Fireproof Cooking Ware, etc.

WALLERFANGEN: Cheap Bowls, Cups and Saucers, Plaques, Toy Tea Sets, etc.



Rochester Cut Glass Co.,

ESTABLISHED 1896.

MANUFACTURERS OF

Rich Cut Tumblers, Sherbets, Finger Bowls and Stemware.

We are manufacturers of exclusive patterns which dealers say "move with marked rapidity."

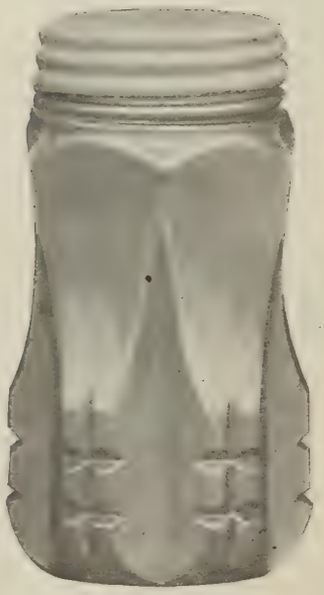
A postal card will bring you our new illustrated catalogue, which is of convenient pocket size.

Office and Factory, ROCHESTER, PA.

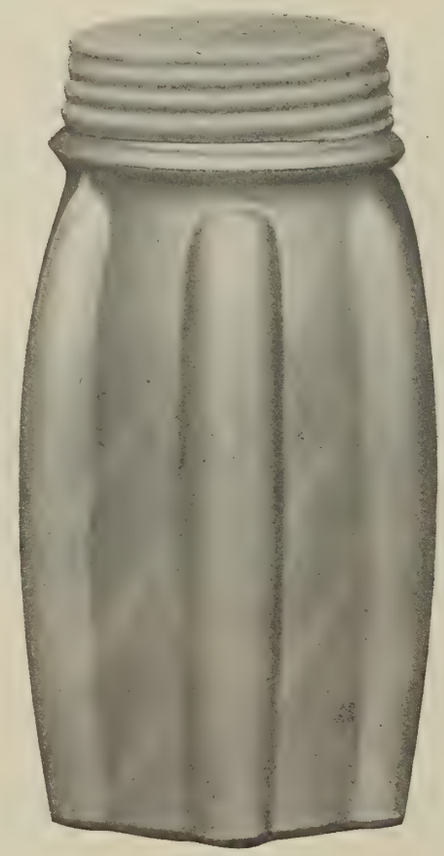
HIGH GRADE GOODS. QUICK DELIVERIES. EXTREME BOTTOM PRICES.

Universal Supply and Glass Mfg. Co.

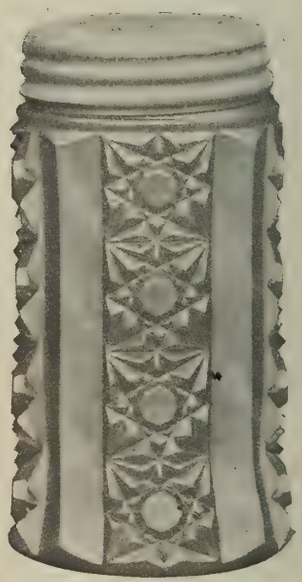
WELLSBURG, W. VA.



No. 55



Medium Sugar or Household Salt



No. 66

OUR Universal-Fiberloid Sanitary Salt and Pepper Tops are still the prime favorites everywhere.

OUR Universal Salts and Peppers, Nos. 1, 11, 21, 44, 55, 66 and Block Diamond, fitted with our Universal-Fiberloid Caps, complete in one-dozen boxes, have proved wonderful sellers and are quite the rage.

OUR Universal Medium Sugar or Household Salt is growing in demand, and appeals to good housekeepers, at once, as "just the thing they have been looking for."

AND ONCE AGAIN:

OUR Universal Candy-Filled Salts and Peppers, "sweets to the sweet," and something useful for the dining table, have proved to be one of the greatest favorites ever offered.

Samples of any of the above mentioned on application or can be seen at Showrooms of

WM. M. WARRIN,

25 WEST BROADWAY, NEW YORK CITY.

ALFRED MEAKIN,

Tunstall, England.

DINNERWARE

AMERICAN AGENT:

HUGH C. EDMISTON,

43 West Fourth St., New York.

F&VI. N.Y.

F&VI. N.Y.

French Bar, Hotel and Table Glassware . . BLOWN STEMWARE, DECANTERS, BAR BOTTLES, PLAIN, ETCHED, ENGRAVED AND GOLD. LARGEST AND MOST COMPLETE LINE SHOWN IN AMERICA. FROM THE VERRERIES DE PORTIEUX.

French Earthenware . NOVELTIES IN FANCY GOODS AND STAPLES. FROM THE FAIENCERIES DE LUNEVILLE, ST. CLEMENT AND CHOISY-LE-ROI.

French Hotel China . PRINTS, MONOGRAMS, BANDS, TRANSFERS, UNDERGLAZE. FIRE-PROOF PORCELAIN. FROM A. HACHE & CO.

Fire-Proof Cooking Ware . . . LORRAINE FIRE POTTERY FROM ST. CLEMENT. CARMELITE FIRE-PROOF WARE FROM LUNEVILLE.

French China Dinnerware . . . LATEST IDEAS IN THE MARKET IN STRICTLY UP-TO-DATE PATTERNS. FROM A. HACHE & CO.

Vitrified and Vitreous Hotel Ware . . . . NEW PATTERNS IN UNDERGLAZE PRINTS, BANDS, LINES, MONOGRAMS, FROM STANLEY POTTERY CO., BURSLEM.

Jet and Rockingham Tea Pots . . . . . NEW SHAPES AND DECORS IN JET, ONYX, SAMIAN, ROCKINGHAM, SPA., ETC., FROM JOHN SADLER, BURSLEM, STAFFORDSHIRE.

Souvenir and Advertising Specialties . . . SOUVENIR PLATES, REPRODUCTIONS OF BUILDINGS, MONUMENTS, ETC., ADVERTISING NOVELTIES OF ALL KINDS IN EARTHENWARE, FROM FACTORIES WE CONTROL.

English Earthenware . DINNER WARE, DIPPED BOWLS, TEAS AND PLATES, AND SPECIALTIES FOR THE SCHEME TRADE.

Lamp Glassware . . FULL LINE OF SHADES, CHIMNEYS, GLOBES, ETC., ALWAYS IN STOCK OR FOR IMPORT.

Sole Agents for United States and Canada

Fondeville & Van Iderstine

37 Warren Street, New York

F&VI. N.Y.

Import Samples Ready

F&VI. N.Y.

Among the Potteries
East and West

East Liverpool and vicinity.

Construction of new potteries in the United States during 1911 shows that those interested in the industry are seeking locations in new territory. The new plant of the Saxon China Co. at Sebring is the largest addition in this section. Capacity has been increased at Cannonsburg by the W. S. George interests. The Summit China Co., of Akron, has started to build in the South, and a new specialty pottery has been completed and placed in operation in Georgia. In Southern California a new plant has been erected, while in Washington a two-kiln plant has been added to the list. The kiln capacity has not been increased in East Liverpool during the past year.

* *

There were two failures in the pottery business during the year—one Ohio concern going into the hands of a receiver, and a West Virginia company suspending business practically before the second kiln of ware was placed. Another small Ohio plant suspended operations through the failure of a bank, but this will be again placed in operation shortly, a reorganization of the company being in progress.

* *

Capacity in the production of art ware has been increased in the Zanesville territory, and the same can be said of the stoneware pottery business in that locality. All in all, advancement has been the order of the day, both in volume and quality.

* *

As has been the case during the past year, plain dinner shapes will predominate during the coming season. At least six new plain shapes are to be shown during 1912 by manufacturers who have heretofore held close to the "fancy" patterns, There is very little call for the latter among the regular trade, although the premium dealers continue to make liberal use of them.

* *

At the last annual convention of the United States Potters' Association, Dec. 5, inquiry was frequent as to the various places the Association has held its meetings. The first was at Philadelphia, January 13 1875, the Crockery and Glass Journal being the only newspaper in the trade recording the proceedings. In all, there have been thirty-three conventions, as follows:

Date	Place	President
Jan. 13 1875	Philadelphia	John Moses
Jan. 5, 1876	Pittsburgh	"
Jan. 16, 1877	New York	Thomas C. Smith
Jan. 15, 1778	Pittsburgh	"
Dec. 3, 1878	Trenton,	J. Hart Brewer
Dec 2, 1879	Cincinnati,	"
(From 1879 to 1883 there was no meeting)		
July 4, 1884	Spring Lake,	C. S. Cook
Jan. 20, 1885	Baltimore,	"
Jan. 12, 1886	New York	H. S. Knowles
Jan 18, 1887	Washington	"
Jan. 17, 1888	"	Thomas Maddock
Jan. 22, 1889	"	"
Jan. 21, 1890	"	Edwin Bennett
Jan. 20, 1891	"	"
Jan. 12, 1892	Chicago,	Homer Laughlin
Jan. 17, 1893	New York	"
Jan. 9, 1894	Washington	William Burgess
Jan 15, 1895	"	"
Jan. 14, 1896	"	C. W. Franzheim
(No meetings between 1896 and 1900)		
July 13, 1897	Cresson, Pa.	C. W. Franzheim
Jan. 30, 1900	Pittsburgh,	"
Dec. 4, 1900	"	Chas. Howell Cook
Dec. 10, 1901	"	"
Dec 2, 1902	Washington,	Joseph G. Lee
Dec. 1, 1903	"	"
Dec 6, 1904	"	W. E. Wells
Dec. 12, 1905	"	"
Dec. 2 1906	"	James Pass
Dec. 3, 1907	"	Geo. C. Thompson
Dec. 8, 1908	"	Joseph Mayer
Dec. 7, 1909	"	H. A. McNicol
Oct. 11, 1910	Pittsburgh,	E. M. Knowles
Dec. 5, 1911	Washington	John M. Pope

* *

The pottery manufacturers have not been buying as large editions of decals as heretofore, and it is reported that the makers have been caught with some large stocks of old patterns on their hands which did not sell well on the ware.

* *

Jobbers and buyers have been in the district during the last few days in fairly good numbers—looking over new lines, asking for samples and making arrangements for the new season—and the

manufacturers are led to believe that 1912 will start off well.

* *

The new pottery company recently organized at DuBois., Pa., will probably locate at Falls Creek, Pa. Art ware will be featured.

Canton, O.

Fred A. Fenton, of this city, is at the head of the Canton Porcelain Co., recently formed with a capital of $25,000. A new plant is to be built, and is expected to be in operation within a few months.

ON THE PACIFIC COAST.

THE holiday outlook is decidedly satisfactory to dealers, and if the sales keep on increasing this Christmas will be a record-breaking one for crockery and glass retailers of this section.

* *

The wholesalers are receiving their new samples and are very well pleased and in some cases surprised at the entirely new and novel patterns. All the Western representatives will start out on the road again soon after the first of the year, confident that the new lines will be well received.

* *

The crockery and glass department of Gump's art store on Post street is doing a Christmas business which exceeds all expectation. This is one of the few stores which are keeping open evenings.

* *

Thomas W. McCreary, of the Fostoria Glass Specialty Co., who has been touring the West on a combined business and pleasure trip, is now in San Diego.

* *

Gerard Bryce, of Bryce Bros., Mt. Pleasant, Pa., is a guest at the St. Francis Hotel this week.

* *

A. B. C. Dohrman, of the Dohrman Commercial Co., is home from Los Angeles after a week's absence.

Geo. W. Clarke, with the Homer-Laughlin Co, has left San Francisco for Los Angeles.

* *

L. F. Haber, president of the American-Asiatic Trading Co., will sail for Japan the first of February.

* *

Mr. Cronemeyer, representative of Himmelstern Bros., will leave for the East the day after Christmas to get the new samples for the coming import season.

* *

At Himmelstern's the Pope-Gosser China Co.'s new "Edgemore" shape has been on display for a few days and some good-sized orders have already been placed. The sale from samples of the Jefferson Glass Co.'s new lighting effects is very encouraging.

A UNIQUE FIGURE IN THE TRADE.

WOMEN are comimg to the fore in business more and more every year, and the glass trade has one who is making her mark. Mrs. B. Heuman, head of the United Novelty Co., is the only woman at the head of a glass manufacturing business in this city, and so far as is known in the country. She began her business career as bookkeeper and stenographer fifteen years ago with L. Heuman & Son. She afterwards became European buyer for the firm, and two years ago started the manufacture of hand-painted



MRS. B. HEUMAN.

glass novelties. This year she added silk and satin pincushions and ribbon novelties especially adapted to department stores and the scheme trade. She is a thorough business woman and canvasses the metropolitan district every morning, devoting her afternoons to the manufacturing end. Of pleasing manners and an attractive personality, she has secured the good will of buyers, and numbers the most important dealers as her patrons. She has resident representatives in Boston and Canada, besides travelers who cover New England and the trade in New York, New Jersey and Pennsylvania.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Two large business deals are said to be in progress here. One involves the consolidation of two prominent factories, while another is reported to be the removal of the factories of a well-known company from this district into the Eastern Ohio or West Virginia territory. Details cannot be obtained at this writing.

The activity of buyers at this season of the year is considered of considerable importance by the manufacturers. Those in the district recently were John Moses, of the United China and Glass Co., New Orleans; J. J. Parkhurst, with S. H. Kress & Co., New York: Lewis Siegel, Baltimore; Silas Ichenhauser, of the Ichenhauser Co., Evansville, Ind., Mr. Osbourne, of the Woolworth syndicate, and Messrs. McDonald and Keefe, of Minneapolis. These buyers went over all new lines thoroughly, and announced their intention of returning during January.

The demand for Colonial glasware is still growing. Buyers say that the retail trade demand the plain shapes not only as a matter of taste, but for sanitary reasons. A number of new lines will be shown at the coming exposition.

Softer tones in the iridescent lines are being worked out by the manufacturers, and the dense colors have been succeeded by lighter tints.

Lighting glassware is going strong. Shades for gas and electric, both upright and inverted, are being shown in an almost endless variety of treatments. A soft tinted iridescent effect is the latest creation.

Contracts for soda fountain glassware are now being booked for 1912. Every year the demand for this line increases.

E. T W. Craig, city salesman for the United States Glass Co., who has been spending a fortnight calling on the Southern trade, has returned to his desk. Buyers of glassware, and especially of blown and pressed tumblers, are watching the market closely. It is believed that prices on these lines are marked for an advance January 1. Factories have been taking only business at current lists for delivery this year. It is said that a $5,000 order for blown ware for delivery in 1912 went begging in this district not long ago at present prices.

The Huntington Tumbler Co. has opened a Pittsburgh office in the Jenkins Arcade, in charge of C. H. Robb. Both plain and cut ware will be displayed.

So great is the shortage in hay for glass packing purposes that the manufacturers are now buying straw in large quantities. Owing to the severe drought of last summer this is not plentiful, either, and prices are consequently high.

The Haskins Glass Co. has suspended operations in the manufacturing department at the Martin's Ferry plant in order to complete urgent repairs. The suspension will not be for longer than a fortnight.

Three of the best special items brought out by glass manufacturers in this district during the past year were a sanitary bottle, a glass drinking fountain for chickens, and a glass rat trap. This last was certainly a decided novelty.

Salts and peppers will be made a specialty by the Universal Supply and Mfg. Co., of Wellsburg. A continuous tank of large capacity is being erected which will greatly increase the production of the company. The concern contemplates exhibiting its lines in Pittsburgh in January.

Manufacturers' agencies will be more numerous in Pittsburgh after January. Ira B. Fry and S. P. Megahan have formed a partnership and have opened offices in the Jenkins Arcade, while W. C. Evans, now with the T. G. Evans Co., will enter the brokerage business after the new year. Glass and pottery, of course, will be made leaders by the new agencies.

The capacity of several factories here is being increased to be in a position to make shipments mors promptly.

AT BOSTON.

A SMALL cash commission is being granted all salespeople in every department of the Jordan-Marsh Co.'s large establishment until Christmas, repaying them for their extra exertions at this period of the year. Several other of the larger houses have adopted this plan.

The largest and most beautiful Christmas decoration in Boston, and the costliest, is that of Houghton, Dutton & Co., in the illumination of which are employed twenty-two thousand electric bulbs. It covers the entire front of the building. The design is emblematic of Peace and Good Will.

The Novelty Co., at 564 street, is now conducted by L. Green.

A graphic illustration of the changes in trade within a decade is shown by the experience of Chase & Francis. In looking over just one file letter —M— a member of the firm made the discovery that among twenty customers buying goods in 1900 six are dead and eleven out of business.

The Lafayette Furniture Co., 829 Main street, Cambridge, is now carried on by Mrs. Anna Salman.

Eugene H. Ryerson, 10 High street, Worcester, is now conducting a novelty business at that address.

Bigelow, Kennard & Co.'s magnificent new building at 611 Washington street and 10 West street is now ready to take care of their brisk holiday demand for cut glass, china, etc.

George H. Woods, manager of the china and glassware department of R. H. Stearns Co., 140 Tremont street, has recovered from an attack of septicaemia.

Ernest E. Dexter has purchased the department store of . John W. Farrar at Shirley Centre, Mass.

The Royal Five and Ten Cent Store, in the West End, is carried on now by E. Shapiro and G. Berman.

The Whitney buildings on Main street, Fitchburg, are to be demolished and a modern two-story building erected, which when completed will be occupied by the Goodnow Co. as a department store.

What they think of the outlook for next year may be gleaned by perusing the statements of the following:

J. S. Dawes and J. Frank Hinckley—"We fully expect the coming year to exceed in volume the business of 1911, even though it is Presidential election year."

Geo. A. Granville—"I expect to see 1912 turn out to be a very successful year. There are no apparent clouds on the business horizon, save the election disturbance.

Jordan, Marsh Co.—"We can see nothing but prosperity."

Henry T. Edwards—"I confidently predict a substantial increase of business."

"Joe" Pindar—"I can see no reason why 1912 should not turn out to be a prosperous year."

C. A. Hudson—"As soon as the Supreme Court gets through sparring with our most important corporations—and it now looks as though these matters were in a fair way for settlement—I fully believe general business will improve."

R. H. White & Co.—"We think that 1912 will show a substantial increase over 1911."

John J. Curry—"The outlook appears to be very bright for increased sales "

"Pat" Hanley—"I am quite optimistic about 1912, believing, as I do, that trade conditions will improve still further."

C. M. Acher—"Everything points to a successful business in the coming year; I expect it to exceed 1911."

John J. Reed—"I am much pleased with the outlook."

M. A. Murphy—"I am optimistic, as usual."

The Tajimi Co.—"We think 1912 will be an improvement over 1911, despite the political elections."

John E. Swayer—"Have every reason to believe that it will prove to be a prosperous year."

Geo. K. Marshall—"1912 should fully average our 1911 sales, which were of unusually good volume."

Harry B. Hollis—"I can see nothing derogatory in the outlook."

Geo. W. Beals—"In my opinion 1912 will be prosperous."

J. D. Hall—"I think 1911 will be a poor year, owing to the election."

Wm. R. Claflin—"People have been buying in small lots, and I feel that great expansion is indicated for 1912."

Buyers in town were William H. Rudderham, of the Beverly branch of Almy, Bigelow & Washburn, Salem; Seth V. Shepard, Franklin, N. H.; Mr. Lawton, with the Avery & Woodbury Co., Milford, Mass.; Mr. Morse, of Morse & Bigelow, Marlboro; S. Saint Onge', Centreville, R. I.; Mr. Doyle, of Doyle Brothers, Lewiston, Me.; Mr. French, Keene, N. H.; Mr. Townsend, Newburyport; Fred W. Lester, Watertown.

Les Etablissements Guerin & Co.

The Largest FRENCH Manufacturers,

LIMOGES, FRANCE.

Wm. Guerin & Co.,

LIMOGES, FRANCE.

Manufacturers of

FRENCH CHINA.

LIMOGES.

TRADE W.G. & Co MARK

FRANCE.

OUR SPECIALTIES:

SERVICE PLATES, DINNERWARE and HOTEL GOODS.

33 PARK PLACE, NEW YORK.

J. POUYAT CO.,

The Oldest FRENCH China Factory.

FOUNDED 1720.

TRADE MARKS

ON WHITE — ON DECOR

J.P. L. FRANCE — J.POUYAT Limoges — J.POUYAT LIMOGES

Original shapes and designs, especially adapted for exclusive trade.

37 and 39 Murray St., New York.

The coalition of the two firms has been the foremost event in Limoges history during the year, and the result will be felt by the whole trade in the United States, who will be submitted every season a larger collection of samples in

WHITE CHINA FOR DECORATING.
DECORATED WARE.
HOTEL GOODS.

OPEN STOCKS AND INCRUSTATIONS ALWAYS A SPECIAL FEATURE.

L. D. BLOCH & CO.,

MANUFACTURERS AND IMPORTERS,

44 West Broadway, New York.

WE wish to call your attention to our most complete lines of French, Austrian and German Fancy China and Dinnerware; also Beer Steins.

Marbles, Bronzes, Electric and Art Goods.

Very extensive lines of Candle, Electric and Lamp Shades.

AVENIR Limoges China

F. W. JENKINS & CO.,

(Frank Wadsworth Jenkins)

24=26 Murray Street,

(second floor)

NEW YORK.

AVENIR Limoges China

People Who Discriminate

will be pleased when you show them a set of

"La Francaise" Semi-Porcelain.

The Queen of American China.

THE French China Company stands behind every set of "La Francaise" with an absolute guarantee of quality and an unqualified promise to replace any goods not entirely satisfactory.

There is quality in every piece. The body is the best of imported clays, snow-white; the glaze is clear and hard and uniform; the decoration is artistic and pleasing and up-to-date; the shapes are the embodiment of grace. This is the reason why "La Francaise" is so popular to-day among quality people.

ON EVERY PIECE
LA FRANCAISE
PORCELAIN
THE MARK OF QUALITY

An immense factory and splendid facilities give us an unusual order-filling ability, and we live up to our opportunities.

Sets in any composition and in numberless decorations.

Write to-day for samples and prices.

The French China Company,

Sebring, Ohio.

O. H. Sebring, President. **B. H. Sebring, Manager.**

HERMAN HALLE,

SELLING AGENT,

Fancy Metal Goods,

810 BROADWAY, NEW YORK.

After February 1st will show new lines from

The National Brass Mfg. Co.,

CINCINNATI, OHIO,

MANUFACTURERS OF

Photo Frames, Mirrors, Clocks, Ink Stands, Desk Sets, Book Racks, Sconces, Candlesticks, Candelabra and Fancy Novelties.

Also one of the best lines of Hammered Brass Jardinieres, Ferns, Pedestals, Trays, Umbrella Stands, Flower Holders, and many other novelties entirely new.

Would be pleased to receive a call from you. My new samples will be ready February 1, and many new novelties will be shown in all lines.

F. W. Kralert & Co.,

PHILADELPHIA, PA.,

MANUFACTURERS OF

Decorated Lamps,
Gas and Electric Shades.
Pitchers and Vases.

Cincinnati Artistic Wrought Iron Works,

CINCINNATI, OHIO,

Gas and Electric Portables,
Shades and Domes,
Andirons, Fire Sets,
Wrought Iron Novelties.

"PURITAN" Plain Shape.



Decor No. P 3331

HERE the trade is presented with a plain shape that is entirely different from any heretofore offered, either domestic or imported Its outline is beautiful, attractive and distinctly original. Twelve exclusive patterns are used in treatment, these being supplemented by a host of other decorations which are now so popular with the trade.

"PURITAN" MEANS SUCCESS FOR 1912.

HOTEL WARE.

QUALITY and exclusiveness in body and treatments in our 1912 Hotel line are assured dealers We are only illustrating a few of the many beautiful overglaze, hard fired treatments here Double thick, half thick, rolled edge ware. This is not a vitreous ware, but we have built up a body that will "stand under rough usage" far better than the general run of hotel ware.



GLAD TO SEND FULL DETAILS OF THESE 1912 LINES.

WEST END POTTERY CO.,

EAST LIVERPOOL, OHIO.

New York Sample Room, 25 West Broadway. Wm. M. Warrin.
Boston Sample Room, 19 Pearl Street. J. F. Hinckley.

REPRESENTATIVES:

EASTERN STATES, J. P. Curry.
SOUTHERN STATES, F. M. and J. D. Hays.
CENTRAL STATES, Jno. C. Paul.
WESTERN STATES, G. C. Watkins.

The Pendulum of Popular Favor Has Swung to Light Cut Glass.



The public has awakened to the appreciation of the grace and beauty.

The dainty designs originated and featured under the name "Corona" have endeared this glass to thousands and thousands of critical purchasers, who while valuing its elegance, demand SERVICEABILITY as well.

New patterns in the Corona Light Cut line are exquisite, but at the same time practical for every day use.

That is why the demand is so strong.

That is why our growth has been so rapid, yes, amazing!
We have what the public wants.

That is why you should send for our catalog.

THE

CORONA CUT GLASS CO.,

Toledo, Ohio.

P. K. CLARK, President. F. B. CLARK, Sec'y-Treas.

THE

American Manufacturers' Co.,

OF NEW JERSEY,

REPRESENTING

Domestic and Foreign Manufacturers.

Pottery, Glass, Statuary, Cut Glass, Enameled Ware, Fancy Goods,

Gas and Electric Portables.

Equipped with an experienced corps of travelers whose combined efforts enable us to market the entire factory product for those who have not yet established an efficient selling organization of their own.

WIDE EXPERIENCE WITH THE PREMIUM TRADE.
SPECIAL FACILITIES FOR DISPOSING OF CLOSE-OUT LINES.

CORRESPONDENCE INVITED.

411 Market St., Philadelphia, Pa.

Afternoon Tea.

A Custom 2,000 Years Old. Treated as a Fine Art by the Japanese.

WHAT woman who serves a cup of tea to an afternoon caller knows how much time and trouble have gone into its making, or where the custom originated? She may have a vague knowledge that tea drinking originated "somewheres east of Suez," but does she know that it is 2,000 years old in China, and in Japan dates from the eighth century? In the fifteenth century Japan had a renaissance of her own, strangely falling upon the date of the one in Europe, though there was, of course, no connection between them. At that time tea drinking and flower arranging became two of the ceremonials in the life of the Japanese aristocracy. And in spite of the knocking of Western industry upon the door of old Japan, they have continued among the fine arts. Tea drinking as a series of graceful movements of the body rather than a taking of food is taught to-day in the girls' high schools and in the Japanese Woman's College.

Every wealthy Japanese family has its tea house in the garden, made of wood or of polished bamboo. It consists of two rooms and a kitchen, the size of the rooms determined by the number of mats they are intended to accommodate. These mats, which measure six by nine feet and are five inches thick, are the only seats, and fit so closely together that they completely cover the floor.

When the mistress of the house wishes to give a tea drinking, she sends out her invitations a week ahead. Her guests are never fewer than four nor more than eight, and they arrive a little before the four o'clock that the invitations have specified.

A strange feature of the custom is that the hostess does not greet her guests on their arrival, and they wait in the garden until a little gong announces that the hour has come. This is a signal for entering the outer room of the tea house. The guest of honor leads the way, and they seat themselves in a row, facing the paper windows. There are apt to be beautifully arranged flowers in old vases before these windows, and the arrangement of the branches, which they read as easily as print, gives them their first welcome.

They admire this flower arrangement, and the intricate pattern of glowing charcoal piled in the grate sunken in the floor. Before the seat of the guest of honor there is a fire bowl in the shape of a cherry blossom, filled with delicately perfumed incense. She picks it up and smells it daintily, passing it on to the others, and they all try to guess the perfume used.

Then the door opposite opens and the hostess for the first time appears. Her delicate silk-crepe kimona trails behind her, and in the front of her sash or obi is thrust a silk napkin. She bows to her guests without speaking, and they return this silent greeting.

Then one by one she brings her utensils from the other room. First comes the pitcher, which she holds before her with both hands, or arms curved outward in a circle. This she places on the right side of the fireplace. Then the kettle, teacups, a bamboo spoon, a ladle, the tea caddy, and a bowl to hold waste leaves and tea are added.

These cups are not the sort with which the Japanese bazaars have made us familiar. They are four inches across and are gray or light green in color. The hostess puts the kettle on the fire, filling it with water from the pitcher, and then carefully wipes the cups with her napkin. She puts a teaspoonful of tea into each cup, and when the water has boiled she dips it into the cups with the ladle.

Just before the tea is ready she serves her guests with cakes, which are eaten first, for the Japanese believe that tea must be drunk alone and clear if its flavor is to be appreciated. When the tea is ready, she passes it around, giving it to the guest of honor first.

While her guests are drinking, the hostess carefully washes all her utensils with hot water, carrying them back into the other room. Every movement is indescribably graceful, and each has a charming meaning of its own, so that words are not needed.

When the cups have been carried away, she speaks for the first time, and the guests praise the tea. When the hour for departure comes, they rise and go as softly and gracefully as they came.

The American hostess gives her tea parties in a different way, but there are many things that she might learn from her Japanese neighbor. One is to buy good tea. The Japanese hostess thinks nothing of paying $60 a pound for the greenish-yellowish, uncolored leaves from which she makes her beverage. The American, on the other hand, though she may spend a great deal on her flowers and decorations, is content with tea which may have been bought haphazard, anywhere, and of a brand whose name she scarcely knows.

Uncle Sam does his best to see that no matter how little she pays for it her tea is reasonably pure. He keeps a corps of tea tasters constantly on duty, determining grades and watching for adulterations. These men do their work in a big sunny room in New York City overlooking the Hudson River. In this room there are two big brass kettles always filled with boiling water. On two large revolving top tables there are dozens of fragile tea bowls. Each of these bowls weighs only as much as a silver dime, so that it may be balanced on the little brass scales by which the tea is weighed. The tea tasters can tell by merely glancing at a cup of tea just how much coloring matter has been used, and whether it is vegetable or mineral.

There are twenty kinds of tea, divided into many grades or qualities. The tasters are sometimes called upon to judge 1,000,000 pounds a day, but the percentage of rejections is growing smaller, though the requirements are more strict than ever before. The importers who do not care to have their tea thrown back upon their hands are employing experts of their own. This does not mean that all tea that is colored is not admitted, for nearly all cheap tea is colored. People will not buy the rough, colorless leaves, and so the color is added to improve the looks, not the taste of the tea. A small amount of color is not considered harmful.

"Tea itself is never injurious if properly made," said one of the tasters recently. "But only about one woman in a hundred really understands how to draw tea. It takes about a teaspoonful to a cup, and the tea should be measured out in a bowl, and freshly boiled water poured over it. Then it should be covered and allowed to steep from five to eight minutes, according to whether the tea is strong or light. The next point, which is the straining, is the important one. Tea should be poured off the leaves, for if it is allowed to stand on them it collects tannin. Strained from the bowl into the teapot or the cups, it will give no ill effects.

"Very good iced tea may be made by pouring cold water over the leaves and allowing it to stand in the refrigerator for three hours. Then the lemon juice or other flavoring may be added. But, if one wants to really appreciate its flavor, hot tea should be drunk clear, without cream, sugar or lemon."

It is rather hard to estimate the amount of the world's tea crop, since much of it is drunk where it is grown and never gets into the report. It is probably about 1,200,000,000 pounds, however. Of this China grows 600,000,000, drinking 400,000,000 herself. Japan grows 63,000,000 pounds and drinks 26,000,000, sending most of the balance to the United States.

This country may some day cease to be the best customer for tea, however, for there is an experimental tea farm near the little town of Summerville, S. C., supervised by Dr. Shepherd, under the patronage of the Government. Visitors to this farm, some of whom come to hear Dr. Shepherd's lectures with a view to raising tea themselves, learn many surprising things about it.

In the first place there is no green or black tea in the beginning. It all comes off the same low shrub, and some leaves are colored green, while others are oxidized or turned black by being exposed to the air. Green tea was an accident in the beginning, but the world liked it, and so has had it colored ever since.

Not only all the colors, but all the grades of tea come from one bush. From the tip-top comes the pekoe tip or "eyelash," which is very rare and expensive, being worth about $250 a pound. Next comes the orange-pekoe, the finest tea of commerce, next the pekoe, and below that the first and second soochongs. The leaves below these are used only in the cheaper grades of Chinese tea. The tea plant is not unlike other shrubs. It blossoms, and Paris once had a short lived fad for tea made of the flowers.

Dr. Shepherd is a firm believer in the efficacy of properly prepared tea as a nerve tonic, and after the lectures his visitors adjourn to the house to learn what a nectar tea may be.

The world is using more tea every year, but it is surprising to learn that the nation using the most expensive brands is not tea drinking England, but poverty-stricken Russia. Austria comes next, and even Germany is gradually giving up coffee for high-grade tea.

THE WAR AGAINST TIPPING.

A CAMPAIGN against tipping has been started by the commercial travelers of the United States. According to P. E. Dowe, president of the Commercial Travelers' National League, $50,000,000 is distributed by salesmen annually among bellboys, waiters and porters in addition to $325,000,000 paid as regular hotel charges.

Dowe has mailed to the various associations of hotel proprietors what he calls the "final call" of the traveling salesman. In this he serves the following ultimatum:

"The traveling men, forced to action in self-protection and finding only one way to bring the hotel proprietors to a realization that they have underrated public sentiment against the tipping abuse, are preparing to compile lists of private houses where transients can be accommodated.

"For commercial men with trunks, it is proposed to establish in the central portion of each city a loft or lofts divided into light, clean showrooms.

"You can see that we mean business; but in consideration of the self-evident fact that your members have failed properly to gauge the sentiment against tipping, we will withhold definite action a reasonable time, and if there are no signs that the hotel proprietors propose to put their help upon a self-respecting basis, making them wage earners instead of beggars for gratuities, no power on earth can prevent our carrying out our programme of reprisal."

EIGHTY-FOUR, AND STILL GOING STRONG.

ONE of the most interesting characters in the crockery and glass trade is B. B. Higgins, of Higgins & Seiter. Slightly built, with a full head of hair without any gray in it, his beard being only slightly tinged, he does not look a day over seventy, although he is nearly eighty-four years of age, and he is at the store every day keeping in touch with all that is going on. His courteous manner and kindly disposition have endeared him to every employee in the establishment, and the patrons of the store regard him with affection. He is a thorough business man, clear-headed and far-seeing, and takes a delight in the business. He lives with his son in a beautiful home at Yonkers, where he is surrounded with every comfort money can procure, but prefers to engage in mercantile affairs rather than spend his time in the more quiet pursuits to which his age entitles him.



B. B. HIGGINS IN HIS LIBRARY.

Mr. Higgins was born in Perry, N. Y., in 1828. He received a common school education, and when he was nineteen years old bought a half interest in a drug store in which his brother was a partner. All the money he had to invest was $153, the rest being paid by notes, which he met promptly when due. A few years afterwards he sold out his share and bought a drug store in Dixon, Ill., which he ran successfully for thirty years. During this time he developed a passion for cattle, and established the famous Rock River Breeding Farm.

Mr. Higgins' first wife died in 1865, when his son, Arthur S., was three years old. In 1881 he married again and in 1884 returned to New York, leaving his son in charge of the business. Shortly afterwards Arthur S. came to the city to visit his father, and determined to remain and go into business here. Selling his drug business, he obtained employment with the Ovingtons in Brooklyn, and in a remarkably short time felt competent to engage in the business on his own account.

Meeting Charles S. Seiter, who was then in the employ of D. Lindeborn, a crockery dealer, at No. 4 West Twenty-second street, an acquaintance sprang up which resulted in the organization of the firm of Higgins & Seiter. The senior Mr. Higgins furnished capital to the amount of $20,000, and each

was to have a one-third interest in the profits. They opened in 1887 at 52 West Twenty-second street. The business prospered, and later on 54 and 56 were taken in. Then the store on Twenty-first street was added, and finally another on Twenty-second street. Now they are to move to Thirty-sixth street, near Fifth avenue, running through to Thirty-seventh.

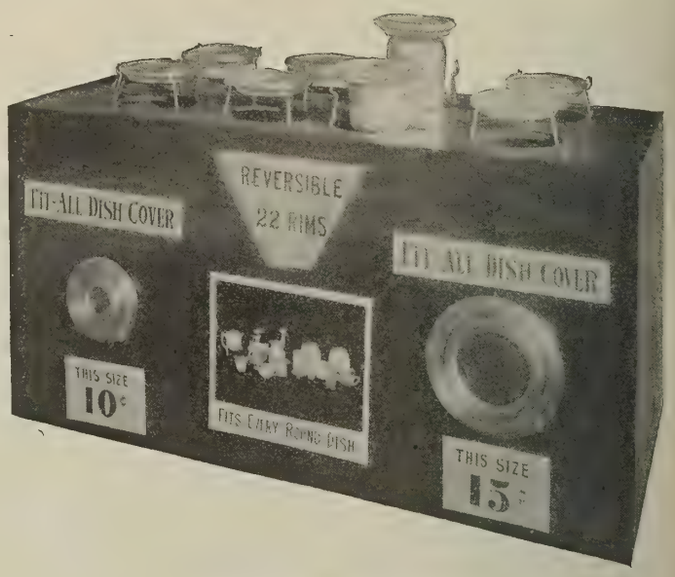
Since the death of Col. Seiter Mr. B. B. Higgins has become more interested in the business, and is as active about the store as if he were a young man of thirty. He proposes in the new store to have the finest retail strictly china and glass establishment in the city; and judging from his past career there is not the slightest doubt but that he will accomplish it.

AN AUTOMATIC DEMONSTRATOR.

MOTION of any kind in a store window is an attractor of the best kind. Whether it is a kitten chasing flies or the wagging head of an orange-colored papier-mache object, the effect is the same. The appeal to passers-by is irresistible. They are usually induced to stop a few moments to see what is doing, before hurrying on. When they do go they have in their mind's eye a picture of the movements produced. An automatic demonstrating machine invented by Esmuller & Baker, this city, to show their Fit-all dish cover, is the latest in this direction. Its faithfulness is never faltering. From nine in the morning till five in the evening it keeps up the same steady pace, never pausing for a momentary flirtation with the floor-walker or giving the bright eye to the window trimmer. Holidays are of no consequence to it, and the lure of the matinee remains always unheeded.

This contrivance, which is run by a low-power electric motor, is about three feet long, eighteen inches high and fifteen inches wide. There are eight circular openings in the the top sufficiently large for various sized receptacles to emerge through them. Supported on a wire rack about two inches above each openiug is a dish cover. The demonstration is made, not by fitting the covers to the dishes, but by fitting the dishes to the covers from underneath by an upward movement. This upward motion is produced by four platforms which move upward and downwards successively so that when the fourth platform commences to descend the first begins to rise. The novelty of the demonstration begins when the pair of dishes on each platform emerges through the openings—the dishes rise slowly in full view until they reach they supported covers, which with a clinking sound are fitted at the proper rims, and the covered dishes continue their upward movement. After a slight stop when the fnll height has been reached the covered dishes commence to descend, the covers are intercepted by the wire rack, and the two dishes disappear from sight, reappearing only after the other three platforms have demonstrated and disappeared in the same manner.

An interesting feature of this machine are signs which appear at a window-like opening in the front of the demonstrator at intervals of about thirty



AUTOMATIC DEMONSTRATOR.

seconds. The signs are about six by eight, and contain short announcements of the merits of the article demonstrated.

To make customers feel that they really need an article is one of the problems which always confront retailers. One of the most effective ways of accomplishing this is by demonstrating directly to probable customers when they are in a position to go right into the store and purchase just when the desire has been created.

Not only are regular customers attracted and convinced regarding the merits and usefulness of an article when so demonstrated, but those who have never bought at that store are induced to see at least what is going on, with the result that many new names are added to the list of a store's patrons.

The automatic demonstrator need not be confined to showing the dish covers of the inventors, but can be adapted to the display of many different kinds of goods.

GOT HIM ON THE HIP.

"YOU must have called me late this morning, Sylvena. It was 12 o'clock when I reached the office. And I had an important appointment for 10 o'clock, too.

"Why, I called you at 7:30, John."

"Was the clock right?"

"Yes; I set it last night when you came home. You remember I called downstairs when you came in and asked you what time it was. And you said 10:30. The clock in my room said 1:45, so I turned it back to agree with your watch."

Vantine's IMPORT LINES

Should Have YOUR Consideration

New styles, original decorations, new color combinations—all in wonderful variety.

Prices relatively low.

Deliveries are always equal to samples.

A. A. VANTINE & CO.,

12 East Eighteenth Street, New York.

Also 167-9 Wabash Ave., Chicago.

Artistic China

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Particular People.

Artistic effects, effective combinations, decorations two years ahead of what you generally see.

The E. H. SEBRING CHINA CO.,

Sebring, Ohio.

FLINT,
FELDSPAR,
SILICA WASH.

Grinders of Flint, Feldspar and Silica Wash for the pottery and foundry trade.

Your business is solicited.

Samples of all our raw materials are cheerfully furnished to those interested.

THE

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OFFICE AND MILLS AT LAUGHLIN, OHIO,

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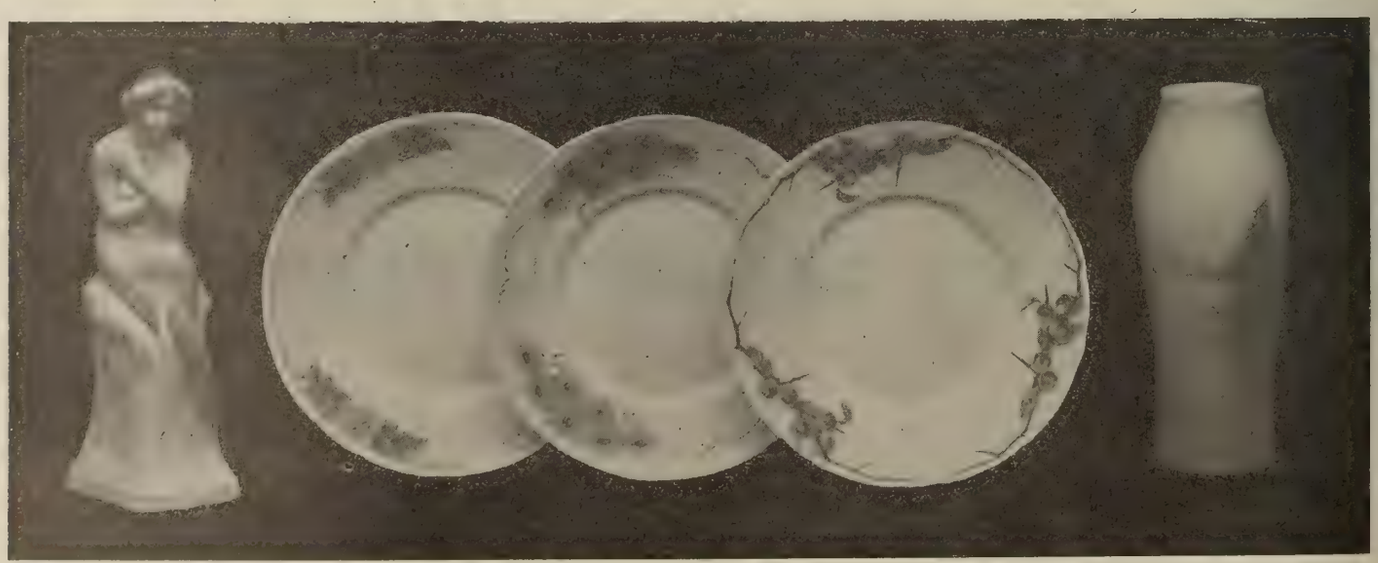
"ALUMINA" ART FAIENCE.

Royal Copenhagen Porcelain Co.,

AGENTS,

Royal Copenhagen Porcelain and Danish Arts and Crafts Sales Exhibit, Inc.

16 West Thirty-third Street (opposite Waldorf-Astoria), New York City.





RETICULATED WARE AT KENNARD L. WEDGWOOD'S.

How to Dress a Window.

WINDOW-DRESSING at the present time is an art; it is not merely the display of one's goods, but their presentation in such a manner as will not only attract attention, but also sell, and it is the selling point which should always be kept in view; the finest and most elaborate show is wasted if it does not result in business.

Of course, we must make all due allowance for the small variety we have to deal with (glass and china begin and end our trade), and it is difficult to make constant changes; but there are many schemes which can present the same article under different circumstances.

The principal fault I have to find, says a retail china merchant, in the "London Pottery Gazette," is that most of our traders want to show too much. I have in my mind at the moment a business in one of the best positions of a large provincial town, selling good and medium class stuff at fair prices. Their windows are always dressed with smart, salable goods, and a very considerable amount of time and labor is apparently employed over the matter—the usual glass shelves at sides with trinkets and small tea-sets, jugs, fancy ornaments, and small wares at bottom; dinner services and full toilet sets at back; in fact, a thoroughly representative window of "how-not-to-do-it," and practically useless. Ninety-nine out of every hundred persons would walk past without more than casual glance at it; a glass and china shop like all the others! Voila tout!

And the moral is that it is "somewhat different" that attracts and the "somewhat different" man who wins.

Here is the something:

Clear your window—the shelves on which you have been regularly placing your rows of pots, your straight lines of toilet sets, your neatly massed sets of tea services; hide away and try to forget about the price ticket marked "cheap," "special value," "useful present," etc., relics of the "take-it-easy" days of business. This will give you a clear field. The next thing is to transform your window into a dining-room—and don't imagine I am going to run you into a lot of expense. Nothing of the kind. Go to a local wallpaper man and buy five rolls of dark red, quiet pattern dining-room paper at sixpence a piece. Run lengths of wood called slate batten, which is about 3 in. by 3-4 in. for an inch round the top of side and back of window, and on this hang the paper, pinning edges together. There's your room! For floor, spread sheets of brown paper. They will look like plain brown linoleum, and lay down close to the window a large rug, Oriental style if possible. At side put a good oak or mahogany sideboard, in middle a dining table, three chairs—one each end and one at back of table, facing window, and at right hand side a large armchair with small table at side. This is all that is necessary as far as furnishing is concerned, and now we come to the most important part of all, the glass and china.

On the sideboard put a pair of the best value and most effective vases you have in stock, and between them a dessert set. The table should be covered with a good quality white damask cloth, and appear as though soup had just been served. The dinner service should be smart and attractive, and the whole shown with plates, etc., piled in the corners. Glasses partly filled, a few wine bottles, vases with natural flowers, and candles with pink shades to light at night all add to the effect. On the small table arrange a coffee set, box of cigars, matches, and a daily paper. These provide a "home" element, and there is your show complete!

One of the most important points to remember is to have all the accessories good. A common table cloth, cheap rug, or inferior sideboard spoils the whole scheme. As a rule the furniture can be obtained from a local friendly tradesman by offering to exhibit a card—"Supplied by So-and-So." Your own household should be able to provide the table cloth and rug, so that the expense is practically nil. Of course, the whole raison d'etre of these preparations has been to provide a background for your glass and china.

What qualities or kinds you will show must depend on

your class of trade, but, above all things, do give something out of the ordinary way, and have a special price ticket on each article. For your dinner service, have something this style written in black ink on a pale mauve card: "Special Offer for Cash. This Handsome Dinner Service, New Design, 52 pieces. Only 5s. 11d., packed and delivered free to any part of this district. Separate articles can be replaced at any time." Follow this out for everything you know. Tickets do not cost much, and are always a good investment.

What would be the result of such a window? Practically everyone who passed would stop and look, and the fact of their doing so means you have got their attention and interest. Your goods and prices should do the rest. Don't imagine that you will at once get a shop full of people clamoring for the stuff you were showing. You will probably take a little, but not much more than you do in the ordinary way. The results should come later. Take the trouble to jot down in a little memorandum book during the ensuing six months every time the show is mentioned and you will be surprised. I have had a practical experience of these special efforts, and have known cases of being asked for certain articles which we have thus shown twelve, eighteen months, and even two years afterwards.

Why not try it? Be the first; don't let your opponent take the lead. Business is changing, and the methods of even ten years ago are to-day of little use. Don't "stick in the rut." Hold on to the good old principles of straightforward business dealings, value and civility, but add to these the enterprise and ideas of to-day, and your success as a glass and china man is assured.



WINDOW OF GEO. C. PECK & CO., PAWTUCKET, R. I., SHOWING FIFTY DIFFERENT DINNER SETS.

USEFULNESS OF GLASS.

CASUALLY we regard glass as a perishable substance. The fragility of it, however, is overrated. Some of the uses to which glass has been put speak of its strength rather than of weakness.

Years ago a well-known society woman astonished the world by wearing a glass dress. Now dresses made of glass are no novelty. Glass carpets, rooms and buildings are ordinary.

Pavements made of glass are to be found in Lyons. The French are enthusiastic over them. They claim for the glass pavements advantages over those made of asphalt, stone or wood.

In Germany water pipes are made of glass. This is quite an old custom. A more recent use of glass by the Germans is the making of telegraph poles. It has been an immense success.

Wealth in Small Inventions.

EVERY time anybody in the United States pulls the cap off a beer bottle or a soda water bottle with the intent to quench a thirst, temperately or otherwise, he puts the fraction of a cent into the pocket of one William H. Painter of Baltimore.

A good many people have pulled these caps in the last few years, says William A. Du Puy in the Scientific American, and Painter is consequently an ever-increasing millionaire. Yet the cap for bottles is a small thing, an idea crystallized and patented. The patent is the source of the millions.

Painter, however, carried his patent in his pocket for six years before he succeeded in interesting capital in its manufacture. Then a man of means advanced the necessary capital in return for a half interest in the patent, and a company was formed.

At the end of the first year he and Painter each had a net $27,000 in his pocket. Now the invention has crowded all other stoppers for fizzy water off the market, and a big factory in Baltimore turns out the caps by the million every day.

Before the time of Painter there was a man by the name of De Quillfeldt, who lived in New Jersey and who invented a stopper that took the trade away from the corks of our youth. This stopper was of rubber and was tightened by a wire attachment which was pulled down as a lever on the outside of the bottle.

A decade ago they were generally used on milk bottles. De Quillfeldt is said to have made $15,000,000 out of his patent. He might have amassed a competence had it not been for William Painter and another equally clever person who fitted a piece of paste board into the neck of a milk bottle and took the business away from him.

An idea that is perhaps simpler than the pasteboard stopper is the "humps" on the hooks that furnish so much employment for married men just before theatre time. Women had been fastening their dresses up with hooks and eyes for a generation, and it is probable that some one had made a lot of money out of the original invention. But hooks had a way of coming unfastened, much to the chagrin of the neat and fussy.

Then came the genius of the hook and eye. A man who was wide awake, despite his residence in Philadelphia, bent one of these hooks so as to make a hump in it. He tried hooking it up and found that it remained hooked. He patented it and has monopolized the business through his "see that hump" advertisements ever since.

One day a man stood behind his wife while she put up her hair. The hairpins of those days were straight pieces of wire. They did not "stay put" very effectually. The woman in this case bent her hairpins before putting them in. Her husband saw her do it. The result was the invention of the crinkly hairpin which is to-day used in carload lots by the women of the world.

So important an invention as the telephone was made by turning a screw one-fourth of one revolution. All the millions that have resulted from the invention of the Bell telephone depended upon this slight twist of the wrist of Dr. Alexander Graham Bell. There had been men before Dr. Bell who had come near finding a way to make female gossip and masculine commercial intercourse easier. The Reis patents came nearest success. But in the Reis patents the current was intermittent.

It had to leap a gap. Dr. Bell closed that gap when he turned the screw. But Dr. Bell was not trying to invent a telephone when he incidentally stumbled upon his secret. He was working on a method of making speech visible, for his wife was deaf and dumb, and he was seeking an easy method of conversing with her. Instead, he found the method of talking over a wire to people at a distance. He did not patent the idea, however, and it knocked about his house for months.

Finally he demonstrated it to some friends, and they saw the possibility of its application. Upon their advice he patented the invention. His patent was filed at 10 o'clock in the morning and at 3 in the afternoon another man applied for a patent on the same thing and lost a hundred million dollars by a nose.

Thaddeus Fairbanks was a New England farmer with long whiskers and much Yankee ingenuity. In his time old-fashioned steelyards were the only accurate means of weighing the produce of the farm. Platform scales were unknown, for nobody had ever worked out a method of arranging the levers that supported the platform in such a way that an object could pull equally no matter upon what part of the platform it rested.

Old Thaddeus Fairbanks used to tell the story of

the evolution of the arrangement of these levers. For a long time the problem was on his mind. He used to lie awake nights and attempt to arrange those levers. It was in the dead of night that his thinking finally bore fruit. The arrangement unfolded itself, and the Fairbanks scale was the result. So did a farmer practically monopolize the scale business of the world, and so did he write his name upon platform scales wherever civilized man buys and sells by weight.

It was a man by the name of Hyman L. Lipman, likewise a resident of Philadelphia, who invented the rubber eraser that throughout our generation has been attached to the lead pencils in common use. It was in 1858 that the invention was made. In those times people talked in much smaller figures than nowadays. Lipman was, however, able to cash his patents for a cold $100,000 when dollars went much further than they do to-day.

So did a man by the name of Heaton, resident of Providence, notice that mother was occasioned a great deal of trouble because the buttons constantly came off the children's shoes. Heaton devised a little metal staple that holds on the shoe buttons of to-day and realized a fortune for his pains. No less clever was a man of the name of Dennison who pasted little rings about the hole in a shipping tag and thus made an "eye" that would not pull out.

Elias Howe conceived the idea of placing a hole near the point of a needle and under the encouragement of this small thought was the sewing machine developed. Howe was one of the Columbuses in the development of a machine to sew seams and deserves a monument from the women he emancipated from needle work. When he asked Congress to extend the term of his patent for a short time (one extension had already been granted) he admitted that he had collected $1,186,000 in royalties, but considered himself entitled to $150,000,000.

The man who was born too early to wear, as a boy, red-top boots with a brass tip across the toe was also born too early to feel the true thing in the way of pride run rampant. Silverthorn brass tips, they were called, and they were most serviceable in preventing holes in the toe. Silverthorn made his fortune out of them.

Harry Hardwick invented an ingrain carpet with the threads of it so interwoven as to prevent wrinkling, and Hardwick is now $4,000,000 better off for his pains.

A towel manufacturer found that his machinery was not working right and that his towels were suffering a vast tangling of the threads. While adjusting the machines, he used one of the damaged towels to dry his hands. He found it pleasingly absorbent, and from the idea to which that gave rise was born the bath towel and a fortune to the patentee.

Charles Edward McCarthy was a blind man and lived in South Carolina. He devised a method of attaching mule power to a cotton gin and lived his life out in luxury and ease while the mules did the work.

R. R. Catlin of Washington invented a pattern cat that needed but be stuffed with hay and sewed up to become a toy. Such figures as "Billiken" and such games as "Pigs in Clover" are always a fortune to the inventor if they become popular. The rubber return ball made much money both for the inventor and likewise for an infringing manufacturer who fought him in the courts.

The brass paper fastener, which is still generally used for thick documents, was patented in 1867 by a Government clerk by the name of G. W. McGill. Yet it was not new, for the Romans used a similar device 2,000 years ago, and the modern appliance was but a resurrection.

The patent for a typewriter lay dormant for half a century in France before it ever came into use. Then a man by the name of Sholes made a machine in this country and called it Remington. Another man named Brown made a different kind of typewriter and called it the Smith. The patentees immortalized other men by their work. They made millions and also made it much more pleasant for the editor who has to read copy.

The man who invented tin cans made it necessary for somebody to invent an opener. This was done, and the money corralled. A can opener is not a very laborious thing in the using, but the public is always ready to pay for things that are made easier. So, just recently, an inventive genius made a can with a seam just below the top and, when the owner wants it open, he has but to strike it a blow where the seam breaks and the top is off. A single Chicago packer ordered 10,000,000 of these cans as an experiment, and others followed suit. The inventor has a fortune, and the thing is but just begun.

HOW IT WOULD AFFECT SOME PEOPLE.

SOME crockery and glass men in the District were asked in a casual manner the other day what they would do if they were presented with a million dollars for Christmas.

E. Torlotting thought he would invest in a first-class Remington rifle, take aim at each sample, and shoot it. After he had finished the job completely he would send in his resignation and ask how much he owed.

Joseph Solomon said he would first give his wife twenty-five dollars to keep her quiet; then sit down and think it over; and if he did not die of heart failure would wind up his crockery business.

A. H. Ledden might continue in the business, but would take very, very long vacations.

Julius F. Palme says he "wouldn't want it at all. Too much responsibility."

A. C. Dorner would go to Palm Beach for part of the winter, then to Bermuda, and afterwards take in part of the theatrical season in New York. This he thinks would eat it all up.

Christian Dierckx would first be sure that he had his million, and then buy cut glass or go crazy—both meaning the same thing, he says.



Carnation Jug.

The Lancaster Glass Co.,

Lancaster, Ohio.

Our lines will be on exhibition at the Seventh Ave. Hotel, Pittsburgh, during the month of January.

Newest Plain Dinner Set,

The "PANAMA."

"The Highest Standard of Excellence" will be the Motto for the PANAMA.

GRACEFUL IN SHAPE.
LIGHT IN WEIGHT.
WHITE IN COLOR.
CLASS IN DECORATION.



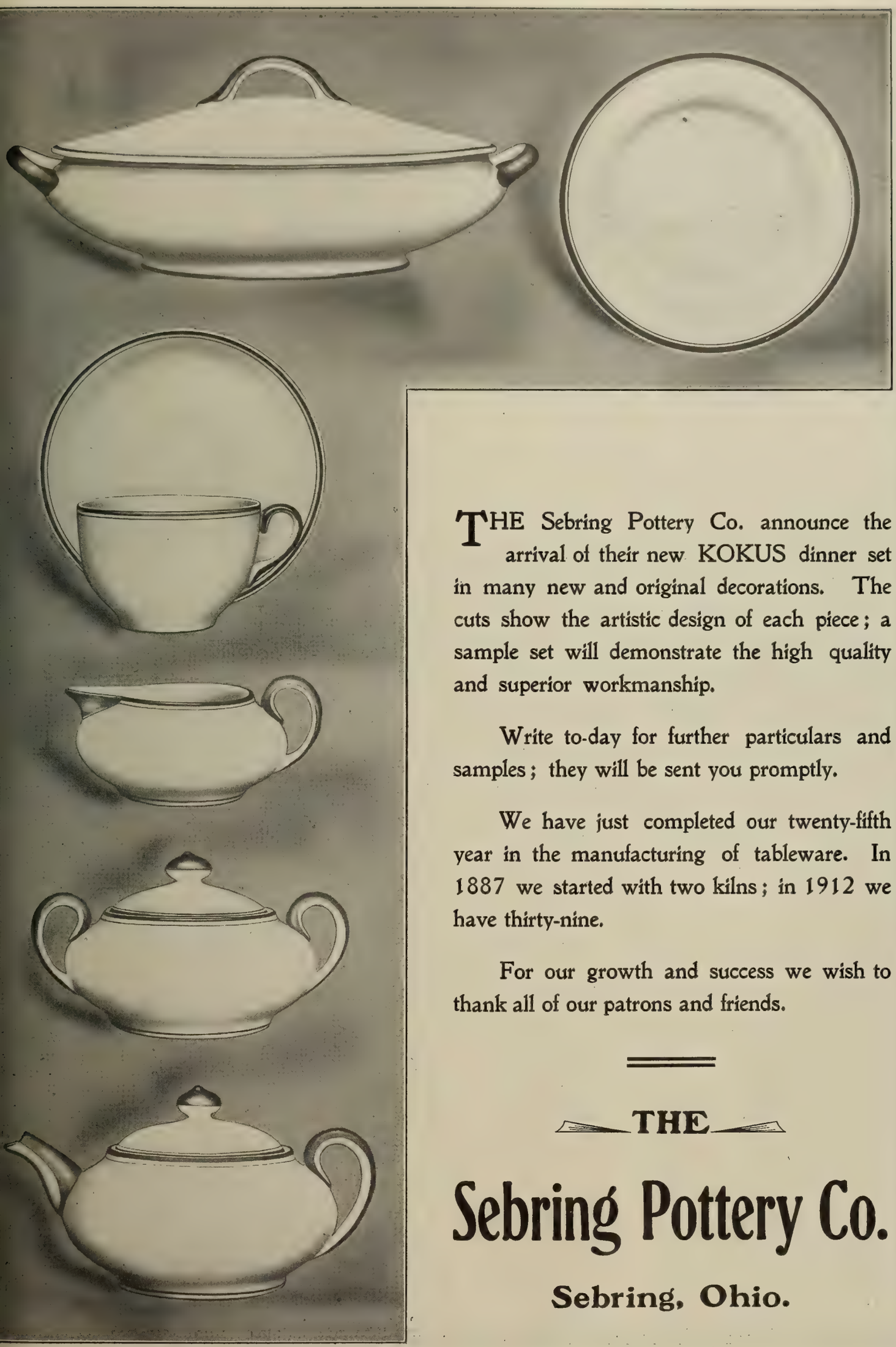
Many new and pleasing treatments will be shown. We would like all buyers to see the "Panama" before deciding on their new open stock patterns for 1912.

Our samples ready now. Delivery of new shape can be made January 15th.

THE

Warner-Keffer China Co.,

EAST LIVERPOOL, OHIO.



THE Sebring Pottery Co. announce the arrival of their new KOKUS dinner set in many new and original decorations. The cuts show the artistic design of each piece; a sample set will demonstrate the high quality and superior workmanship.

Write to-day for further particulars and samples; they will be sent you promptly.

We have just completed our twenty-fifth year in the manufacturing of tableware. In 1887 we started with two kilns; in 1912 we have thirty-nine.

For our growth and success we wish to thank all of our patrons and friends.

THE

Sebring Pottery Co.

Sebring, Ohio.

M. Herbert *Murray & Church Streets*

New York

CUT GLASS DEPARTMENT.

To The Trade:

We desire to thank the trade for the liberal patronage extended to us during 1911, and shall endeavor to merit the same during 1912 to a still larger degree.

Beginning JANUARY FIRST, NINETEEN TWELVE, we will show the largest and most complete lines of cut glass samples from the following factories:

UNITED CUT GLASS COMPANY,
Keystone Cut Glass Company,
W. Skinner & Sons,
M Mayer,
Becker & Brisbois,
Wyoming Valley Cut Glass Company.

We have launched a SPECIAL SALES DEPARTMENT, and would advise every buyer to see the items in this particular department, where we will feature extraordinary values.

Samples from the above-mentioned factories will be shown at the Fort Pitt Hotel, Pittsburgh, January 1, 1912.

Art Pottery Put to Practical Uses.

IN all the arts and trades practiced by man throughout the ages, to none is there so much of interest attached as to that of the ceramist. Basing his investigations upon the science of chemistry, but limited therein, in that he may use only the constituents of the clay with which he works and with the colors he applies, he adds to his art the mysticism of the fire, and brings fort results rivaling in beauty even the works of nature. Practiced since ancient times, in spite of its age, the art has lost none of its original fascination, but has rather grown in interest with the advancement of scientific research. This is doubtless due largely to the absence of a general knowledge of the subject. The art of the ancients has been lost and the achievements of more modern potters have been kept solemnly secret, dying more often with the discoverer. As the manufacture of steel, once the secret of its originators, has now become the property of general science, so modern chemistry will ultimately disclose the secret of the potter to those who care to read. That day, however, has not yet come and the investigator must still avance step by step as did his predecessors. His possibilities are as wide as were theirs and if by chance he arrive at some result equal or greater, his, no less, is the credit.

Thus the accomplishment in glazes demonstrated by a collection of art pottery lamps recently exhibited in New York City was the result of nine years of investigation and research and is acknowledged by experts to be without question the greatest departure in that field ever taken. Intended primarily as a description of this beautiful collection, this article would fall far short of its mark were it not to describe the wonderful discoveries in glazes which had made their preparation possible.

There are hundreds of glazes, mirror, matt, lustre, crystalline and flambeau, ranging from sombre tones to high colors, each one an original discovery in itself, and all well adapted for use on the pottery shapes which they adorn.

The matt glazes are in different shades of browns, yellows, blues, blacks and greens, the most noticeable of the greens being the cucumber matt. Great care has been taken in selecting names for these as well as for other glazes. Thus the cafe au lait is a chocolate color of fashionable shade; the mission matt, a brown black glaze resembling the finish of fumed oaks or mission furniture; the verde antique, a green of rich shade; the Alice blue, a pale shade extremely attractive; and the mustard, an orange yellow glaze.

The mirror glazes are in almost every conceivable color, both in mono- and multi-chrome, among them Chinese blue, described as "appearing dripping wet as if just lifted from water"; blue of the sky, the azure blue of a cloudless day; mirrored green, an apple green with a high gloss; smoke green; elephant's breath; cat's eye; black; yellow, brown, and many others.

The flambeau glazes are the same in color as the mirror glazes with the addition of a flambeau effect.

Undoubtedly the greatest attainment of all is an extinct Chinese glaze, the famille rose, practically not one piece of which has even been produced since the art was lost in China between the Ming and Tartar dynasties in 1722. "Inspiration for the artistic in pottery is derived almost exclusively from the ancient Chinese, and the closer the present day potter approaches its perfection, the nearer he reaches the pinnacle of ceramic art." The fabulous prices asked for real old Chinese specimens place them almost beyond our reach, and we must therefore depend upon the modern potter for its present day prototype. Famille rose is equal in every respect to the old Chinese and is made in true rose, peach bloom, apple blossom, ashes of roses, and matte.

Although the Chinese were masters of the glaze, it is left to modern ceramists to develop the crystal effects. No object or record thereof having come down to us, it is not believed that they even knew of these effects. Crystal glazes are ceramic curios, only appreciated by those interested in the industry and only a few enthusiastic chemists have been able to produce a specimen. The number is limited and their manufacture has never been made a commercial proposition. Their particular value lies in the difficulty with which they are gotten, much depending upon the fire, and no two pieces ever being duplicated. Different colored crystals appear on different colored matrices, such as a dark blue crystal with a light blue matrix or a light blue crystal with a dark blue matrix. A lustre crystal on a slate or mauve color is known as leopard skin. The crystals vary in shape, having a star, streak, dust or other effect.

A distinctive feature of the new lamp is that base, stem and shade are of pottery, each made to match the other and having the appearance of one solid piece. With the use of the above glazes in their many colors and shades, and a wide variety of shapes, the results obtainable are delightful and exceptionally beautiful.

The shades are made solid, reflecting the light downward, or sections are cut out and filled with art glass, jewels, crystals, or stained glass, throwing the light outward. The glass may be in a single piece or leaded.

The introduction of this feature adds another element of variety and permits of a wider differentiation in style.

The shapes are largely of conventional design, some have been derived from old Chinese specimens, and one is of odd Turkish form. All are made free hand on the potter's wheel and burned in the same kilns with cooking dishes and common utensils. Adapted for electric fixtures, the attachment is from the bottom and together with the globe is invisible. The cut-off is by a miniature button at the base. One of the best ceramic experts of Germany is engaged in the preparation of the lamps.

Besides the many qualities of color, glaze and shape, mention should be made of their high value for decorative purposes. The skillful blending of color is such as will harmonize with any decorative scheme from cold mahogany or mission to the luxurious furnishing of white and gold.

In addition to art lamps use is made of the many glazes on vases for cut flowers, blossom cups for sprigs of cherry blossom or orchids, rose bowls, coffee sets, desk sets, ink stands, ash trays, whisky sets, beer mugs, candle holders, clocks and a variety of objects to which the use of art pottery is applicable.

OLD MEMORIES.

December 19, 1911.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—At this time, the closing days of the year, one is apt to be reminiscent and to contrast the earlier years when he was a "live wire" in his business with the present when he is an "inside man" tied to his desk and chair, and, like an old hunter turned out to grass, has visions of the years he passed "on the road" as a commercial traveler, his home being for the time wherever night overtook him. Active, enthusiastic and ambitious—no task too hard, no journey too far or too distressing—he toiled on, believing ultimate success would reward his devotion to the interests entrusted to his care by the business house he represented.

In those days it was "ten minutes" for the standard meal of sandwiches, eggs, coffee, etc., in the dingy railroad station or eating house. What a contrast to present dining car accommodations!

A long ride on as low train, reaching the "Junction" at 8 p. m., there to await the arrival of the freight with its caboose comforts (?) due at 11:59 p. m., but owing to delay did not arrive until 2:39 a. m. Then a ride of several hours to the city where work was to be done to get the orders expected and desired. Think of the pleasure of this-to those at the store or at home snug in their beds, or sitting around a table trying to get all one color, a sequence or four of a kind! What a contrast to the commercial traveler at the "Junction,' waiting in a tool house tired and alone for that 2:39 a. m. train! Did he complain? Never! Looked upon it as a part of his business.

His was, and is, a case where "No pent up Utica contracts our powers; the whole boundless continent s ours."

I have been in remote parts of Canada. the train "snowed" for four days; in the torrid heat af Cuba, when one longed and desired to only wear a smile; on stage rides of ten days' and two nights' continuous journeying through California and Oregon, stopping only to change horses and for meals—riding and sleeping (or trying to) by the side of the driver.

Land in such wonderful examples of growth and wealth as Los Angeles, Portland, Seattle, Spokane, then selling for hundreds of dollars per acre, now brings many thousands of dollars for a building lot.

Memories of old Grand Pacific days in Chicago! Of Young's at Boston and its hot Medford! Of the Bangor House, Bangor, Me.—strict Prohibition, but having a little "cozy corner" where a liquid could be had to prevent or cure such colds as the traveling salesmen were accustomed to! Of the old Plankinton, Milwaukee, for a good, clean bed—and meals the best—for an "over-Sunday" stay. Of the old "Kennard," where the rodents were visible to the naked eye in one's room—without the aid or assistance of Kentucky's celebrated product. Of the old Occidental and Lick House, San Francisco, the "top notch" of hotels there before the present "Palaces" were constructed. Of the old Peoria House, where "John" the accommodating porter, kept you from being lonesome if you so desired.

To the "old-timers" of the old days traveling salesmen, here's to you all, and the prayer that present days may be happy and prosperous!

To the "youngsters" of the present, best wishes for your success and advancement! Play a fair and square game, work, boost your house and its goods, and failure will be a stranger to you.

All, both "old-timers" and "youngsters," drink to the memory of those who have crossed the "Great Divide," and in the words of Tiny Tim, let us reverently pray: "God bless us, every one!"

A. H. P.

BUSINESS BRIEFS.

George W. Howard has bought out the Connolly stock at Fairland, Okla.

* *

The E. H. Sebring China Co. has been incorporated with a capital of $50,000 at Sebring, O.

* *

The Shoudy-Burnham Co, has bought the business of the "Big Store" at Ellensburg, Wash.

* *

The stock of china in the store of William Hinterscheid at Columbus, O., was damaged by fire to the extent of $1,500 December 11.

* *

B. W. Sinclair, owner of the Sinclair Tea and Coffee Co., Marshalltown, Iowa, has sold out to Chas. A. Newcomer and John E. Soderquist, who

will incorporate the company and take over the business Jan. 1.

* *

On the first of January B. F. Drakenfeld & Co. will move their East Liverpool office to the Potters' Savings and Loan Building, George Heisler in charge. By this move they acquire considerably more much-needed space.

* *

The Rosenbaum Co. has bought the stock of the B. White Furniture Co., Pittsburgh, at receiver's sale. Domestic and imported china, portables and glassware formed one of the largest departments. The sale involved about $500,000.

ANOTHER GIFT OF ROYAL COPENHAGEN.

W. A. PUTNAM, a member of the board of trustees of the Brooklyn Museum, has again presented a rare collection of Royal Copenhagen porcelain to that institution. This selection, an illustration of which will be found on page 173, consists mostly of pieces which go under the name of "grand feu" colored and crystal glazes, the serpent skin, and others They were all executed by the chemist of the factory, Mr. V. Engelhardt.

One of the most notable pieces in the collection shows two polar bears around a hole in the ice. It is executed in white and light green crystal glaze, and the effect is exceedingly true to nature.

Some of the wonderful colors prodnced by Mr. Engelhardt and shown in these pieces are nickel gray and blue, iron red, sapphire blue, white and green crystals, cobalt blue crystals, green crystals with facets like mother-of pearl, and others.

HIGH PRICED PORCELAIN.

FIVE pieces of porcelain for $100,000—that is the price paid by Judge Elbert H. Garyfor an altar set looted from the private shrine of an Emperor of China.

There are only seven such altar sets in existence. This one, which was made about 1740, consists of an incense-burner, two vases for holding the joss sticks, and two candlesticks. Judge Gary bought them from Edgar Gorer of London, who in turn bought them from Richard Bennet, a wealthy manufacturer of Manchester, at whose home, Thornby Hall, they had been for many years. Mr. Bennet bought them in China soon after they had been stolen from one of the Taku forts, where the vandals had hidden them after rob bing the Emperor's private shrine in the war of 1868.

This sacrificial set stood in the middle of the ancestral altar where the Emperor worshipped his ancestors. The incense-burner has raised handles and cover of wood and is surmounted by a knob of rock crystal.

Judge Gary's new possession is said by connoisseurs to be the finest example of the mille fleurs decoration ever produced. The "thousand flowers," with every flower and leaf outlined in Chinese ink, are shaded in colored enamel of their own rare tints. The wreath of flowers upon the leafy ground shows an amazing, botanical variety—peony, rose, pomegranate, camelia jasmine, gladiolus, azalea, lotus, magnoila, carnation, St. John's wort, paulownias, narcissus, Buddha's citron, Marguerite, anemone, convolvulus, begonia, chrysanthemum, lily, prunus, orchid, hawthorn, and a multitude of others.

Mr. Gorer, who sold the altar setto Juge Gardy, has a set of four vases on which he has placed a price of $150,000. These were a coronation gift from the Emperor of China to King George IV. of England. William IV. gave them to his friend Miss Banks.

AFFAIRS OF W. J. KITTEL

AT a meeting of the creditors of W. J. Kittel an offer was made of twenty-five per cent of the indebtedness, payable in thirty or forty days. However, the debtor desired to pay creditors in full, and said he was quite confident he could so if allowed an extension of time. After considerable discussion it was decided to accept notes for the full amount at five, nine, thirteen and seventeen months.

The early part of this year Mr. Kittel purchased the business of the New York Silver Deposit Co. Its operation called for considerable capital, and he found it impossible to take care of his obligations when due. Several creditors stated they had known him for years and believed him to be entirely honest and if given an opportunity would come out all right.

OBITUARY.

As we go to press comes the sad news of the death, from diabetes, of the wife of Frank M. Miller, 25 West Broadway. The sympathy of the trade will go out to Frank in his bereavement.

The death of Daniel Hemingray, of the Hemingray Glass Co., Covington, Ky., is announced.

James George, Sr., a crockery dealer of Braddock, Pa., died December 10, aged seventy-two. He was born in Scotland and came to America in 1868, engaging in the shoe business at Corry, Pa. In 1880 he moved to Braddock and opened a crockery and glass store.

SPECIAL NOTICES.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK
NEW YORK CITY, December 18, 1911.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 10, 1912, at 12:30 o'clock, p.m.

By order of the Trustees,
L. S. OWEN, Secretary.

WANTED,
LINES ON COMMISSION.

SELLING AGENT with established trade throughthe East and West, having large sample room in New York, desires lines on commission. Only manufacturers who have goods in metal or glass need answer. Address Box 776, this office.

HELP WANTED.

WANTED—A traveling salesman. A well-known Western importer with a very strong line and a well-established trade wants an experienced salesman to travel in the Middle West. Write care of No. 100, this office.

WANTED—Salesmen to carry side line cut glass next season. Address Box 778, this office.

WANTED—Responsible parties to represent us on commission with side lines of our latest and salable goods. Address. with references, experience, etc., THE O. F. EGGINTON CO., Manufacturers Cut Glass, Corning, N. Y.

SALESMEN on electric and gas fixtures for all sections of this country. Also man selling to department stores to carry line of gas and electric portables. Only good salesmen with best of references should apply. Address Box 777, this office.

WANTED—Agents in all locations to sell art ware on commission. Address OAKWOOD ART POTTERY CO., Patterson Bros., Wellsville, Ohio.

WANTED—Salesman who commands trade with buyers of china and art departments can have salable side line on liberal commission basis. State experience and references. Address A. T. C., this office.

WANTED—Responsible man, or firm, permanently located in Chicago or St. Louis, to represent us between these cities and Denver, north and south. Experience in this territory and knowledge of the line necessary. C. DORFLINGER & SONS, 36 Murray St., New York.

SITUATIONS WANTED.

A TRAVELING salesman of long experienee, well posted in French and German dinnerware, glass and pottery, likewise fine English china and domestic dinnerware, would like to connect himself with a good house from January 1st. Can furnish unquestionable references. Indoor position preferred, or would accept either or both. An interview desired. Address Box 782, this office.

SALESMAN and foreign buyer open for engagement after Janurry first. Several years' experience with leading firms of England and France. References of highest character. Address box 781, this office.

FOR SALE.

TWO-KILN pottery, conveniently arranged, well built, two floors, concrete block construction, large stove rooms, fully equipped with modern machinery, up to date in every respect, suitable for the manufacture of cooking ware or yellow ware. New moulds, blocks and bases for complete line of brown white-lined cooking ware. Buildings and machinery practically new Office furniture, etc. Four acres of ground with plant. Best of reasons for selling. Will sell on most reasonable terms to quick buyer. Address M. P. SIMPSON, Monaca, Pa.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

Guernsey
Earthenware
Brown—White Lined—Enameled

The Sanitary Cooking Utensil. A standard of *superior manufacturing, originality of shapes, excellency of finish.* For these reasons the far-sighted buyer can see the difference—*"Guernsey" superiority.*

TRADE MARK THAT INTRODUCED THE CASSEROLE TO AMERICA

ON EVERY PIECE.

The largest and most complete line in the world. From Casseroles to Ramekins; family to individual dishes.

WRITE FOR CATALOGUE No. 101. NOW READY.

The Guernsey Earthenware Co.
CAMBRIDGE, OHIO, U. S. A.
Full line of samples at New York—BATES & LEDDEN, 65 West Broadway.

REAL CUT GLASS.

No pressed-figured blanks. Every piece hand-made and hand-cut.

OUR TRADE DORFLINGER MARK A GUARANTEE.

Fine table glass a specialty. Plain, etched, engraved, floral cuttings and rock crystal ware. Large stock and great variety.

C. DORFLINGER & SONS,
36 Murray St., New York.

CROCKERY & GLASS JOURNAL

NEW YORK, DEC. 28, 1911.

THE CONDITION OF BUSINESS.

New York.

The week between Christmas and New Year's in wholesale circles is usually a very dull one, and this year is no exception to the rule. Yet it is far from being a quiet week, as there is much to do in the warerooms. As it has become the custom to shut down on the Saturday prior to a holiday when the latter comes on Monday, there are only four business days in which to accomplish what it usually requires six days to do. In addition to preparing for stocktaking, new goods are being opened everywhere, and there is a hurry and bustle to prepare for the coming season, which it is believed will be a good one.

A glimpse of advance samples indicates that buyers will have some choice things to select from. One would suppose that designers would have exhausted their resources; but no; the decorations on pottery grow better and better, and every year sees an improvement in the body and glaze. Even the cheapest ware shows such a great advancement that the buyer of to-day is enabled to put upon his table attractive, well-made goods at a price which a few years ago would have been deemed impossible. The same may be said of glass. The dweller in the tenement house can for a few pennies have glassware so much like cut glass that it deceives an ordinary purchaser, and instead of heavy, cumbersome, clouded green tumblers, his drinking vessel to-day is of clear crystal.

It is gratifying to know that the holiday trade closed in a whirl. It came late, but it came big. All last week the stores were thronged. Some of the establishments on Saturday night were almost completely denuded. Empty shelves stared one in the face everywhere, and the toy and doll departments were simply wrecked. From all over the country like reports are received. So the new year opens with almost nothing in the hands of the trade. That this is really the case was shown by the fact that the mail and telegraph orders were pouring into the wholesale houses up to the last minute, and while the amounts were not large individually, in the aggregate they swelled to a considerable total.

The outlook is very bright. There seems to be a good feeling pervading the community generally, and while no plunging is expected it is thought that the volume for 1912 will get nearer normal conditions than for many years.

Pittsburgh and Vicinity

Not a great amount of business was booked during the past week, but manufacturers report that what orders were received were of a character that indicates a "good start off" in 1912. In several instances glass salesmen have been out with new lines, hitting the "high spots," and some nice orders have been booked for January shipment.

East Liverpool and vicinity.

While orders for 1911 with the Western manufacturers were fairly good, all things considered, the opinion prevails that the early 1912 season's business will go ahead of that of last year. The demand for dinnerware is strong, while the inquiries after specialties is better than for many months. Some business for January shipment has been placed, and the volume is growing.

San Francisco, Cal.

The holiday trade with the retailers has been thoroughly satisfactory, and never before was the outlook for the incoming year so encouraging. The natural lull in business after Christmas will be somewhat overcome by cleaning-up sales, and preparations for these are already being made. Practically nothing will remain on the shelves when these are over.

ON THE PACIFIC COAST.

THIS has been a phenomenal December. Business has kept up to the very end of the year, even with the jobbers. Some of the wholesalers have been disappointed by the late arrival of new samples, and will consequently be a little later getting started on their trips than they anticipated a month ago. Travelers for houses where the samples are part or all in will barely wait until after the holidays to leave town

The cut glass department at Taft & Pennoyer's, Oakland, has been moved to the Clay street frontage. Along with the move more complete lines have been put in, and from now on this department will be given a more prominent place in the store.

Sylvester A. Baker, Coast manager of the Macbeth-Evans Glass Co., will leave early in January with the new samples. He will first go south, then to Denver, and return by way of the northwest.

S. V. Wales, formerly of the Wales Fixture Co., Victoria, B. C., is in California trying to recuperate his health,

The offices of the Conger-McLean Co. and the San Francisco Crockery and Glass Co. in the Bancroft building on Market street are being remodeled so as to gain more shelf room. Mr. Bacon and Mr. Conger, representing these companies, will both be out on the road in a couple of weeks.

Maxwell's Hardware Co., Oakland, has put in a cut glass department.

J. A. Young is about ready to start out with the spring samples of T. B. Clark & Co.'s cut glass. He will tour the Pacific Coast as far south as San Diego.

The Great American Importing Tea Co. has sold its store in Fresno to W. E. Hillers, who will continue the business.

Mr. Meyer, of the Nathan-Dohrman Co., reports a record-breaking holiday season.

Mr. Partridge, manager of the crockery department of the Emporium, reports the biggest Christmas business the store has known.

B. F. Heastand, coast representative of the Fostoria Glass Co. and the E. M. Knowles China Co., will start on a trip through California between January 1 and 15 carrying the samples of both companies.

The Japanese curio store of G. Shinorama, 709 Washington street, Seattle, was robbed the other day of goods valued at $900.

The Pittsburgh Lamp, Brass and Glass Co. is closing out its 1911 samples of portables and lamps at the sample rooms on Mission street to make room for the new goods now arriving.

BUSINESS BRIEFS.

L. W. Anthony & Co. opened a new furniture and crockery store in Chelsea, Mass., last week.

* *

Young & Co., department store, Monroe, Wis announce that they are closing out their stock of china to make room for "more good things to eat.

* *

The J. P. Putallaz Glass Co.. has been incorporated in Brooklyn for the purpose of manufacturing glassware, etc. Capital $100,000. Incorporators: W. W. Hoyt, H. Leeds, J. H. Miller, New York City.

* *

Burglars entered the five and ten cent store of the S. S. Kresge Co. at 160 West 125th street, this city, on Christmas morning, and stole about $4,000, the proceeds of Friday's and Saturday's sales. They obtained entrance through a skylight in the rear, and blew up the safe. A pair of buckskin gloves left behind showed that they did not intend to leave any finger prints. So far there is no clue to the robbers.

* *

The Paris Sterling Co., 577 Westchester avenue, Bronx, manufacturers of silver deposit ware, are moving the factory this week to 226 East 144th street. They have recently incorporated, and have added considerable capital to the company, and are spending quite a little money on equipment, machinery for polishing, kilns, tanks, etc. They are placing liberal orders for glassware for their business, and anticipate a very extensive trade in the coming year, and are making elaborate preparations for it.

CAN'T BEAT 'EM FOR INGENUITY.

ONE of the most remarkable workmen in the world is Hananuma Masakichi, of Tokio, Japan, who has carved a figure in wood so like hinself that when the two are placed side by side it is said to be almost imposaible to tell which lives and breathes and which does not.

By several connoisseurs in art this wooden figure has been pronounced the most perfect human image of a man ever made. Masakichi has faithfully reproduced every scar, vein and wrinkle to be seen on his own body. The figure is composed of 20,000 pieces of wood, dovetailed and jointed with such wonderful skill that no seams can be detected. Tiny holes were drilled for the reception of hairs and eyelashes in which no dissimilarity to Masakichi's own can be detected.

Among the Potteries
East and West

East Liverpool and Vicinity.

Between fifteen and twenty new dinner shapes will be shown by the domestic pottery manufacturers for 1912. Among the concerns producing new designs are the Knowles, Taylor & Knowles Co., Sebring Pottery Co., Saxon China Co., Tritt China Co., Steubenville Pottery Co., West End Pottery Co., Warner-Keffer China Co., Cartwright Bros., National China Co , E. M. Knowles China Co., Pope-Gosser China Co., Carrollton Pottery Co., East Palestine Pottery Co., Ohio China Co., Standard Pottery Co., Potters' Co-Operative Co., E. H. Sebring China Co., United States Pottery Co. Never before has so much plain style dinner ware been shown at one time by the American pottery manufacturers.

* *

Potters' Co-Operative Co.—"Vetus" is the name of the new colonial dinner shape of this concern. The coin gold, and coin gold and black line treatments are especially effective on this shape. The "Banquet" dinner service is being shown in many new "dresses" also. The specialty line is more varied than ever. Their assortments, berry, lemonade and fruit sets are more extensive than during 1911.

* *

Hall China Co.—Household specialties will be made a special feature here during 1912. Orders for early delivery in the new year are coming in at a rapid rate, and the production gives promise of greatly exceeding that of 1911.

* *

Colonial Pottery Co —"Versailles" is the name of the new plain dinner service this company is showing for 1912, and in twenty-five new treatments, borders predominating. This shape contains an outside cover. The specialty line will be as extensive as ever, and in a lot of new decorations. The firm will continue to make a specialty of the fish, game, lemonade, berry and fruit sets and assortments which have sold so well during the last year.

* *

Knowles, Taylor & Knowles Co.—Three dinner shapes will be shown by this well-known concern—the "Omar," which is a new plain service, "Lotus" and "Ramona." The new "Omar" shape is to be had in from fifty to seventy-five decorations and treatments, and the other two in a like number. The hotel ware lines will be continued on the same large scale as in the past. The outlook for 1912 is pronounced excellent.

* *

Croxall Pottery Co.—Yellow and Rockingham will continue to be made a feature during 1912 by this company. It is possible that several new items will be added to the line for the coming season.

* *

Oakwood Art Pottery Co.—Patterson Bros., Wellsville, O., are the first manufacturers in the district to put out a line of art pottery in rich underglazes. New molds have been procured, and from time to time the line will be increased. This pottery is also showing several new specialties in yellow ware

* *

Smith-Phillips China Co.—While generally admitted to be already a high class dinner ware line, the "Princess" plain shape of this company for 1912 will possess richer treatments than at any time since it was brought out. Almost a score of exclusive editions of "decals" have been procured, thus insuring the line individuality. The new treatments consist of conventional borders, floral and burnished gold and white effects.

* *

West End Pottery Co.—No effort has been spared by this company to make the "Puritan" plain dinner shape the most popular ever put out. The lines of all hollow pieces are entirely different from any plain shape shown in the district. Coin gold treatments will be made an especial feature, although conventional borders and floral decorations are also to be had in great variety. A new line of salads and plaques is also being shown in exclusive treatments.

* *

D. E. McNicol Pottery Co.—While no new dinner service is shown by this house for 1912, their "Carnation" shape is to be had in a large variety of new decorations. About twenty new assortments

have been arranged, and especial attention is being given to the jobbing trade. The advertising line of novelties will be more extensive than during 1912. Practically all the calendar plaque business of the country, is now done by this company, over twenty carloads of this one item having been sold this year. The plaque line is being steadily increased.

* *

Goodwin Pottery Co.—Specialties, such as tankards, steins and vases, will be discontinued by this company after January 1, and hereafter greater effort will be put into the sale of dinner ware. Their "Moreno" plain dinner service, which was brought out last spring, will be shown next week in quite a variety of new and exclusive treatments. The sales force with this company will remain unchanged the coming year.

* *

Harker Pottery Co.—This company will continue with its old shapes for the new term, but a host of new decorations has been secured for its plain dinner shape, "Paris," as well as the long line of specialties. From time to time new items have been added to the specialty list, until now this company is showing one of the longest lines of novelties to be found in the district.

* *

United States Pottery Co.—There is certainly some class to the new plain shape offered by this company, "The Classic." Built on original lines, and shown in a score or more of exclusive treatments, it is a very attractive offering.

* *

Homer Laughlin China Co.—Seventy or more new decorations are to be had on the "Genesee" plain dinner shape. These treatments have a wide range, extending from the simple color and gold decorations through exclusive decal sprigs and borders to coin gold effects. All classes of trade can be suited. A number of new shapes and decorations in salads are also being shown. The spacious sample room has been rearranged, and the display of the new lines is most elaborate.

* *

Smith-McNicol Pottery Co.—Dinnerware is to be made a leading feature with this company during the the new year, although no slight attention is to be given to the specialty trade. A number of new assortments have been arranged, and a long line of new treatments selected.

* *

Wellsville China Co.—This company will continue to improve its dinner ware lines by the addition of a number of new decorations. The specialty line will also be improved and increased, while the assortments will continue to be a feature for the small trade.

* *

Standard Pottery Co.—A new plain shape is being offered by the Standard Pottery Co. named the "Esther." It is being shown in twenty new decorations. The "Florence," a fancy shape, is to be continued with new treatments.

* *

Vodrey Pottery Co.—New treatments are being shown by this company on their "Risco," plain, and "Bristol," fancy. A new line of jugs and salads is ready for 1912 trade at this plant, samples of which have just been completed. The sales force will remain the same as last year.

* *

Thompson Pottery Co.—An extensive line of new treatments has been secured by this concern for their "Fairfax," plain, and "Eureka," fancy. No additional specialties are being made, and the yellow ware and Rockingham ware lines are also to remain the same.

* *

Warner-Keffer China Co.—Great expectations are held by this company for their new plain shape, the "Panama." The treatments are the most elaborate ever placed on dinner ware by this company. The plaque line has been augmented and improved, while the salad line will be kept up to the high standard set by the concern. The majority of the treatments on the "Panama" are exclusive.

* *

Cartwright Bros.—A new Colonial shape is being shown and in a score or more of exclusive treatments. Special decorations have also been received for a new toilet shape. The specialties this season will be fish, game, cake, fruit and berry sets, and a line of ware in underglaze blue effects.

* *

Taylor, Smith & Taylor Pottery Co.—Greater efforts than ever are to be made on dinner ware by the company this season, and with this end in view their "Latona," plain, and "Pennova," fancy, have been greatly improved by the addition of a number of excellent exclusive treatments. A leading specialty for the coming season will be the patented compartment grill-room tray, which is being shown in a number of new decorations.

* *

E. M. Knowles China Co.—The "Monticello" shape has been discarded by this company, and the new "Cumberland" plain shape substituted. This is being shown in about fifty new and exclusive open stock treatments. Two other shapes which will also wear new dresses are the "Westover," a plain shape, and the "Mt. Vernon" The flat pieces in both plain shapes are about the same, but in the hollow pieces there is a distinct difference. The jug line of this concern is also being shown in a number of new treatments. The sales territory of this company has been rearranged. W. F. Witherell will look after a greater Eastern territory, while Frank Irwin will cover Ohio and a part of the Middle West. E. J. Nickey will have the Western territory, while the San Francisco office will be in charge of B. F. Heastand. The

Eastern Manufacturers' Co., with offices in Portland, Seattle and Spokane, will look after that part of the Northwest.

* *

Globe Pottery Co.—Dinner ware is to be made a feature and with this end in view exclusive decorations have been secured. The "St. Regis" shape will be the leader. Children's sets are another specialty which will receive attention, while the plaque line is being increased by the purchase of large special editions of "decals." Their line of salads is also being shown in a variety of new decorations.

* *

In moving into their new warehouse here, B. F. Drakenfeld & Co. are but following out the progressive spirit which has always characterized the firm. They were the first of all the color houses to establish a branch in East Liverpool that they might be able to accommodate their patrons quickly. William Malkin has been engaged to assist Mr. Heisler in the management of the new warerooms.

AT BOSTON.

BUSINESS conditions among the trade in Boston are very quiet at this particular time. Buyers in general have gone away to their respective localities over Christmas and New Year's. Manufacturers' agents are simply "resting" while awaiting the extensive lines of new samples which are expected to arrive before the middle of January. Of course, the retailers are doing a magnificent business, as is natural at this time.

Miss Adeline Chambers, the popular young lady at Henry T. Edwards' offices (Fostoria Glass Co.), is home ill with benign metatarsic septicæmia, which is more painful than dangerous.

The firm of Clark & Sherrill, Pittsfield, will be dissolved, and Frank S. Clark will conduct the business under his own name.

The S. M. C. Co., dealing in salt shakers, etc., has been incorporated here for $50,000.

Arthur Booth has opened a dry goods store at Centre street, Lawrence, Mass.

Oscar Lowney of Brockton was in town this week visiting the trade with holiday greetings.

H. T. Edwards has returned from his annual trip to the home office of the Fostoria Glass Co. at Moundsville, W. Va. George K. Marshall, salesman on the Boston end, is at present at Moundsville, W. Va., studying the advanced ethics of glassware manufacture. Harold Hawley, Mr. Edwards' nephew, is temporarily at 105 Federal street, familiarizing himself with the business.

Thomas H. Maguire, with E. A. Runnells & Co., is celebrating the thirty-eighth anniversary of his connection with the trade. Mr. Maguire, who has been on the road for twenty-eight years, is widely known from San Francisco to Bangor.

J. M. Powers is spending the holidays in New York City.

The Tradd Company has opened a Japanese goods store at 210 Moody street, Waltham.

The Addis-Addie Company, 615 Washington street (now the J. S. Bailey Co.), in filing their annual statement state their assets to be $418,465.

The Castle Furniture Co., at 377 Tremont street, is now carried on by Elias Boshgazanian.

A. A. Korbrey, of 220 Broadway, Lawrence, Mass., is now conducting the business of the Essex Gas Lamp Co. at that address.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Dec. 9 '11	Corresponding period 1910	Exports Jan. 1 to Dec. 9,'11	Corresponding period 1910
Boston	82	107	7235	7179
New York	199	313	7747	8521
Baltimore	238	....	10474	12992
Philadelphia	28	43	4028	5279
New Orleans	42	203	914	2250
Newport News	....	....	153	204
San Francisco		....	752	93
Portland (Me.)		23	607	1113
Galveston	21		948	1449
Portland (Or.)	..	....	88	25
Inland Points	1	16	1128	1822
Total	611	705	34074	40927

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Dec. 9,'11	Corresponding period 1910	Exports Jan 1 to Dec. 9 '11	Corresponding period 1910
New York	197	335	9820	9386
Boston	82	107	7253	6927
Philadelphia	28	43	4011	5519
Baltimore	238	....	10390	13055
San Francisco	....	....	861	244
New Orleans	42	37	997	2251
Portland (Me.)	11	23	478	2027
Galveston	21	....	918	1531
Newport News	....	....	53	971
Portland (Or.)	....	....	67	55
Inland Points	9	16	393	1318
Total	628	561	35271	43284

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 28, 1911.

IN extending the compliments of the season and wishing the trade a happy and prosperous new year, we desire to thank our patrons for their very generous support. Our Holiday Number this year is the most complete directory of the trade ever published. One hundred and fifty-six advertisers availed themselves of our columns—a record number. We also desire to return thanks for the many kind expressions of appreciation from our subscribers. One who writes a long letter epitomizes the situation in a sentence. He says: "We expect great things from the CROCKERY AND GLASS JOURNAL, and have never been disappointed."

THE BUYER'S DUTY.

WITH the next season for buying close upon us, a word on the subject is apropos. The best talent and brains in the trade throughout the world have been busy for many months past inventing, scheming and designing goods that are intended to eclipse anything that has been produced before. More unique designs, shapes that are novel, new articles to fill long-felt wants, cheaper things to fill the place of more expensive articles, so that those of moderate means can purchase what had hitherto been a luxury—all have been prepared for the delectation of buyers

In fairness and justice to those who employ them buyers will doubtless do their best to see the new things, or for their own benefit, in order to make an attractive showing and thus draw the elusive dollars from the pocketbooks of their customers.

The buyer who remains in his office and expects all the new things to be brought to him by the various representatives is in grave danger of missing some of the best numbers and of losing the opportunity to control exclusive designs. Many special things are kept in the showrooms and are not included in the trunkful of samples that are taken on the road.

For a buyer to sit in state, feeling sure of his position representing a large firm, and not to go out among the agents' showrooms or even to the factories, is letting his competitors, who do this, have a great advantage over him. Many opportunities for good purchases and exclusive control or special clear out sales will be missed by the stay-at-home and grabbed up by the more progressive buyer who sallies forth on the still hunt for purchases that will not only be to the benefit of his house, but will greatly enhance his own value as buyer and put him in a position where he can demand a higher salary.

Personal likes and dislikes too often are great deterrents to buyers, and on account of some little personal feeling lines of excellent merit are neglected by them. In such cases a buyer is not doing his duty by his firm or justice to those manufacturers who have prepared at great expense the new goods each season. The buyer should remember that "good medicine is bitter to the taste."

PERSONAL.

TO be laid up in the hospital in the middle of this festive season is certainly hard luck Arthur A. Bean, the New York representative of A. H. Heisey & Co., some weeks ago had a corn removed from the ball of his foot, leaving a big hole. The wound did not heal satisfactorily, and he suffered so much in consequence that this week he was obliged to have an operation performed.

A. J. Fondeville, who came home from Europe on the "Philadelphia" last week, reports that it was the stormiest voyage he ever experienced. Even Captain Mills, of the steamer, said that he had never known such rough weather. Mr. Fondeville brought with him samples of a complete new line of French dinnerware from Alfred Hache & Co., open stock and regular dinner sets, and they are so handsome that as he discourses about them he forgets the discomforts attendant upon their acquisition.

A. L. Brunn, who has recently taken charge of the Western territory of Edward Miller & Co., with headquarters at Chicago, made a visit to his factory at Meriden last week, and there found out how good

brass goods were made. He found the factory working full blast. He was very pleased with his visit, and was glad to have seen this model factory. He is enthusiastic over the prospects of the future in his new position.

⚜

Beginning with the new year, Edward Hammond severs his connection with the W. H. Dunn Co., of which he is the vice-president, in order to take a position as city salesman with an uptown importing house Mr. Hammond has a host of friends among the buyers, and will doubtless be successful in his new employment.

⚜

J. Bradford Stevens, of Morristown, N. J., was in the district last week buying goods for the holiday trade. Mr. Stevens stated that the closing year has been a most satisfactory one for him.

⚜

J. M. Hart returned last week from a trip up-State in the intereat of the Irving Cut Glass Co. He has more than fulfilled his expectations when he took hold of the line.

⚜

Colonel Heisey, president of A. H. Heisey & Co., was in town on Thursday of last week and visited the New York showrooms. The Colonel doubtless did some shopping, too, when he was in the metropolis.

⚜

Christian Clausen Kaas, who will be remembered through his connection with the Royal Copenhagen Porcelain Co., arrived from Copenhagen on board the steamship "Philadelphia" on Thursday, December 21st. Mr. Kaas has been making the round of the various museums in Europe and England, and comes back primed with a fund of information regarding old pottery and porcelain antiques.

⚜

C. B. Ott, of the Eagle Glass & Mfg Co., Wellsburg, W. Va., was in town last week visiting his representative and calling on his old friends in the District.

⚜

Mr. Richter, of the Richter Mfg. Co, Providence, R. I., was in the city on Wednesday calling upon his representative, O. J. O'Donnell, and was also placing orders for blanks for silver-deposit work.

⚜

J. M. Sherwood is preparing for a comprehensive campaign early in the year in all the Eastern States. He will have two or three men in each State pushing his housefurnishing goods and wire novelties, and is open for one or two more bright young salesmen. J. A. Bennett has charge of New Jersey, and Joseph McCauley takes the upper part of New York State, while Mr. Warner is in charge of Greater New York. The Stork-Bates-Sherwood Co. are putting new and attractive lamp designs and other novelties in the field from which they expect great results.

⚜

Chas. J. De la Crox is in town for the holidays. He will start on his usual trip early in January for his firm. Mr. De la Croix will not represent the Northwood Glass Co. at the usual exhibit.

⚜

Walter Manes, with Leo Schlessinger & Co., came home from the road last week in time to celebrate the Christmas holidays. He is more than pleased with the success of his year's work.

⚜

There was a report on the street this week that R. M. Wright, buyer for the Vandyke Furniture Co., Paterson, N. J., has resigned to accept a position as assistant buyer with Bamberger & Co., Newark, N. J.

⚜

William Graham has returned from Europe and is back at his desk ready to take care of the great influx of business that he anticipates will acrue through the new patterns he has accumulated abroad.

⚜

George Robertson, proprietor of the Robertson Crockery Store, Riverside, Cal., who, accompanied by his wife, recently made a trip abroad, says that he was amazed on going into some of the large stores in Belfast, London, Liverpool, Glasgow and Dublin to observe in nearly every instance a splendid display of the Jefferson Glass Co.'s product of "Chippendale" on exhibition, and that the salespeople were high in their praise of its finish and style, and the ease with which it sold.

⚜

Among the buyers in town this week were: R. B. Bunting, with B. Lowenstein & Bro., Memphis, Tenn.; S. W. Schumacher, with Foster & Cochran, Lancaster, Pa.; Mrs. L. B. Walter, with Gimbel Bros., Philadelphia.

SAMPLES TO ENTER FREE.

IMPORTERS of chinaware, toys and curios are going to save large sums of money as the result of a recent ruling of the Treasury Department permitting free entry of samples of these goods provided they are indelibly stamped or printed with the word "sample." Heretofore, merchants who have imported samples for the use of their traveling salesmen and for showroom display have been obliged to pay duties which in the aggregate amounted to thousands of dollars.

All that is now necesary is for importers to instruct their foreign manufacturers to burn in the word "sample" on the back of the plate, saucer, cup, etc., in addition to the regular mark.

OBITUARY.

ISAAC B. CLARK, one of the pioneers of Wellsville, O., and at one time part owner of the Pioneer Pottery, died December 20. After selling his interest in the pottery he operated a brick yard and dabbled in real estate. He overbought, and suffered a financial reverse. During his many years of business life he was an active worker for the interest of his city.

Hyman Ackerman, who is said to have opened the first crockery store in San Francisco, died in that city December 18.

AN OLD LANDMARK TO GO.

TRAVELING salesmen will be interested in the news item from Cleveland that the possibility exists of the Forest City House being razed. This caused the Cleveland "Press" to remark a few days ago that A. B. Levan, of Kinney & Levan, "has been taking his meals there three times a day for thirty years." S. T. Paine, owner of the hotel, has been on the job thirty-eight years, and Clerk Frank X. Rauch has been behind the counter for thirty-two years. One New York salesman has been stopping at the Forest for thirty-four years.

POTTERY FROM THE PUEBLOS.

FOR several years the American Museum of Natural History has been conducting ethnological expeditions in the Southwest and covering the Pueblo villages of New Mexico and Arizona—Pueblos that were formerly the home of the cliff dwellers, especially in the valley of the Rio Grande, which includes the pueblo of San Idelfonso, about twenty miles northwest of Santa Fe, a region remarkably prolific in the art of the pottery maker.

Two of the last expeditions into the Pueblo country in the Southwest were conducted by Dr. Herbert J. Spinden of the museum staff, and financed by Archer M. Huntington of this city, who is much interested in the ancient arts of the Pueblo pottery makers, who have dwelt in New Mexico and Arizona since the expedition of Coronado in 1540.

Dr. Spinden in his two expeditions has collected several thousand specimens of the art of the pottery makers, representing each pueblo or village where pottery is made and dating from the early historic period up to the modern examples of today.

He has succeeded in classifying the various objects gathered in the Pueblo land, specimens of the Hopi or Moki pottery, the Acome and Laguna, and the Zuni, all painted with symbolic designs and decorations, giving one an excellent idea of the symbolism portrayed by these artisans of the Rio Grande Valley and other regions of the Southwest.

These specimens of the pottery makers' art, and other examples of Indian craftsmanship have been labelled and installed in the cases in the Hall of Ethnology in the north wing of the museum. They afford a comprehensive view of the art of the ceramic maker of the Southwest, a race of artisans influenced by Europeans since the advent of Coronado, and despite the advance of civilization probably retaining a larger proportion of purely native habits of life than any other group of Indians in the land.

The various collections gathered by Dr. Spinden are especially rich in the period dating back about forty years ago, when the art was on a higher plane and when symbolism played an important and interesting feature of the decoration of pottery ware.

"One of the problems of the ethnologist in the Southwest," says Dr. Spinden, "is to connect the historic culture of the Spanish dominion (from the time of Coronado) with the prehistoric culture represented by the cliff dwellers, and it has been definitely settled that the race of cliff dwellers are simply the ancestors of the present day Indians of the pueblos. Owing to drought and primitive warfare the cliff dwellers were forced to migrate to other regions.

"These Pueblo Indians have been able to preserve their culture to a remarkable degree, but owing to the American invasion they have felt the effect of competition and have changed their mode of life, which naturally has caused a change in their art.

"Only a few of the prosperous villages that the Spanish explorers found in the valley of the Rio Grande and other regions of the Southwest have survived until our time."

Of special interest in the collection are specimens of San Ildefonso water jars and bowls made by the Indians of New Mexico. On one of the jars the design shows a spring set in a valley between hills and another vessel gives a picture of summer-time, with fleecy clouds about the neck of the jar and heavy rain clouds below, and lower still are blossoming wako plants and humming-birds hovering around. A Cochiti jar of conventionalized design illustrates cause and effect in nature, the landscape, clouds, rain, and then the ear of corn and a roadway which leads to the after world, or the Great Lake, which in a way corresponds to the happy hunting grounds of other Indians.

Other jars are decorated with deer, antelope and parrots, the latter considered by the Indians a semi-sacred bird, while humming-birds are shown frequently in the designs.

An old ceremonial bowl of the Ildefonsos shows the dancers (the Delight Makers), the plumed or horned serpent, the clouds, rain and vegetation. Other ceremonial bowls frequently show the sacred chiffonetti dancers and bear and mountain lion.

The Hopi or Moki pottery is quite different in type or design and includes many curious conventionalized animal forms and faces. One of these water jars is decorated with the figure of the Corn Maiden and other deities.

In a case devoted to the different clays and paints and implements employed in pottery making is shown a primitive potter's wheel used in Mexico, Yucatan and among the Pueblo Indians.

Dr. Spinden is planning to set out upon his third expedition in the Southwest early in the new year.

THE CHINA INDUSTRY IN BOHEMIA.

ONE of the most important and flourishing industries of Western Bohemia is the manufacture of chinaware. There are forty-seven factories located in this district, with an army of workmen numbering 15,000. They range in importance from the small concern with a payroll of thirty persons to the largest porcelain factory in Austria, with 1,500 employes and an equipment of the most modern machinery. American painting machines operated by compressed air are installed in many of the factories, but the electric motors are mostly of English make. As not all the concerns have installed jiggers operated by power, there seems still to be an open market for motors.

A large percentage of Bohemian porcelain is exported. Great Britain is the largest purchaser and the United States is second, taking about 13 per cent. of the yearly output valued at $3,129,945. The exports of white and decorated china from Austria last year amounted to $3,118,798, and the amount shipped was divided as follows in metric tons of 2,204.6 pounds: The exports of white china were valued at $419,747, and the decorated at $2,699,051.

There is a wide range in the quality of the chinaware manufactured in Western Bohemia. One factory, which is visited annually by hundreds of Americans, produces exclusively hand-decorated ware of a high grade, which is sold to persons of wealth. Many table sets for royalty have been made there. This concern educates and trains its apprentices for decorators, giving them a special course in art at Vienna.

By far the largest part of the output of these forty-seven factories is a cheaper grade ware, with decalcomania (transfer) decorations. The designs are engraved and printed in the various establishments. One source of orders is the demand for summer resort souvenirs in England. Thousands of these are exported annually, the price ranging down to fifty and seventy-five cents per dozen cups with a scene or picture of some famous watering place.

All the factories pay their employes by piecework. Slight changes have been made in the scale of wages during the last two years. The working hours are from fifty-three to fifty-nine hours a week and the following is an average scale paid the various classes of operatives:

Laborers: Ordinary work, per day, 45 to 49 cents; heavy work, per day, 57 to 61 cents; jiggermen, per week, $6.09 to $8.12; pressers, per day, $1.02 to $1.42. Casters: Women, per week, $4.06 to $5.48; men, per week, $7.31 to $8.12. Modelers and designers, per month, $32.48 to $40.60. Mouldmakers, per week, $8.12. Kiln placers: Girls, per week, $5.68 to $6.50; others, per week, $2.84 to $3.25. Dippers, girls, per week, $2.44 to $2.84. Brushers, girls, per week, $2.64. Boss warehousemen, per month, $30.45 to $36.54. Warehouse girls, per day, 28 to 37 cents. Packers, per day, 81 cents to $1.22. Saggermakers, per week, $6.50 to $7.31. Decorators—Superintendent, per month, $30.45 to $40.60. Printers, men, per week, $7.31 to $9.14; girls, per week, $3.05 to $3.65. Decalcomania workers, girls, per week, $3.05 to $3.65. Gilders, men (expert), per week, $10.15 to $12.18; girls (ordinary), per week, $3.05 to $3.65. Hand painters (fine work), per week, $10.15 to $12.18.

Working hours from seven to twelve a. m. and from one to six p. m., with a half hour for rest and lunch at four o'clock. On Saturdays the factories close at four p. m. Some of the more modern plans have lounging halls where the operatives can eat their lunches away from the dust and dirt of the workrooms, but these are rare.

The factories are located in the smaller towns and villages of Western Bohemia in the Eger Valley, from Elbogen to Teplitz. They have the advantage of near-by kaolin deposits and coal mines. Local bituminous coal is used for making steam, and the kilns are fired with anthracite from Brux, in the northern part of this consular district. The low cost of labor, coal and raw material places the manufacturers in a strong position to compete with those of other countries.

"CONVERSATION" PLATES.

A NEW idea in service plates is called the conversation set. They create talk among the guests at a luncheon or dinner table between courses. The first set to be placed on the market is known as the Jungle Folk series. Each illustrates one of the twelve stories which Kipling made famous not only for children but for grown ups.

One of the plates has the scene where Mowgli teases the red dog, and another one has the lullaby of the seal:

> But splash and grow strong,
> And you can't be wrong,
> Child of the Open Sea.

An American artist invented these plates and did the coloring and the designs, but the china was made in France. They are not cheap, for the work has genuine artistic merit, but it is probable that we shall soon see them in American households in more inexpensive forms.



IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for two weeks ending December 26, 1911.

ANTWERP

161	packages	glassware	B Gunthel
1,241	"	"	Miscellaneous Orders
2	"	earthenware	L Straus & Sons
9	"	"	G F Bassett & Co
8	"	"	Graham & Zenger
67	"	"	Miscellaneous Orders
16	"	chinaware	Vogt & Dose
19	"	toys	B Illfelder & Co
10	"	"	Knauth, Nachod & Kuhne
16	"	"	Strobel & Wilken Co
16	"	"	Miscellaneous Orders

BREMEN

8	packages	glassware	L Straus & Sons
6	"	"	Elmer & Amend
77	"	"	Geo Borgfeldt & Co
15	"	"	Samstag & Hilder Bros
488	"	"	Miscellaneous Orders
4	"	earthenware	Geo Borgfeldt & Co
5	"	"	L Straus & Sons
41	"	"	Knauth, Nachod & Kuhne
7	"	"	O Goetz
5	"	"	Bawo & Dotter
188	"	"	Miscellaneous Orders
10	"	chinaware	Strobel & Wilken Co
203	"	toys	Geo Borgfeldt & Co
3	"	"	Samstag & Hilder Bros
7	"	"	A Steinhardt & Bro
21	"	"	F A O Schwartz
84	"	"	Strobel & Wilken Co
279	"	"	Miscellaneous Orders

COPENHAGEN

15	packages	earthenware	Bawo & Dotter
12	"	chinaware	Royal Copenhagen Porcelain Co

FIUME

48	packages	toys	Strobel & Wilken Co

HAVRE

103	packages	chinaware	Wm Guerin & Co
12	"	"	Herman C Kupper
44	"	"	L Straus & Sons
4	"	"	Bawo & Dotter
18	"	"	H R Churchill
21	"	"	Vogt & Dose
112	"	"	Miscellaneous Orders

LIMOGES

191	packages	chinaware	Theodore Haviland & Co

LIVERPOOL

4	packages	earthenware	Bawo & Dotter
10	"	"	G F Bassett & Co
14	"	"	Lazarus & Rosenfeld
14	"	"	W S Pitcairn
4	"	"	Maddock & Miller
6	"	"	L Straus & Sons
27	"	"	Meakin & Ridgway
17	"	"	E Boote
3	"	"	Fondeville & Van Iderstine
76	"	"	Miscellaneous Orders
3	"	toys	Strobel & Wilken Co

LONDON

14	packages	toys	Strobel & Wilken Co

HAMBURG

64	packages	glassware	Fensterer & Ruhe
34	"	"	O Goetz
6	"	"	Lazarus & Rosenfeld
70	"	"	Kmy-Scheerer Co
43	"	"	L Straus & Sons
10	"	"	Bawo & Dotter
8	"	"	Knauth, Nachod & Kuhne
10	"	"	Strobel & Wilken Co
247	"	"	Miscellaneous Orders
11	"	earthenware	Herman C Kupper
2	"	"	N Wapler
6	"	"	J Wygand & Co
10	"	"	F Bing & Co
14	"	"	J Palme
13	"	"	L D Bloch & Co
39	"	"	Lazarus & Rosenfeld
437	"	"	Miscellaneous Orders
79	"	chinaware	Strobel & Wilken Co
99	"	"	Bawo & Dotter
137	"	toys	B Illfelder
100	"	"	Geo Borgfeldt & Co
18	"	"	Samstag & Hilder Bros
83	"	"	Strobel & Wilken Co
253	"	"	Miscellaneous Orders

ROTTERDAM

138	packages	earthenware	Geo Borgfeldt & Co
20	"	"	L D Bloch & Co
6	"	"	Lazarus & Rosenfeld
19	"	"	Miscellaneous Orders
1	"	glassware	Graham & Zenger
1	"	"	L Straus & Sons

SOUTHAMPTON

12	packages	chinaware	J H Venon
75	"	"	H Creange
13	"	"	Bawo & Dotter
89	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

44	packages	earthenware	Jones, McDuffee & Stratton Co
2	"	"	E Boote
5	"	"	Richard Briggs & Co
7	"	"	American Express Co
12	"	"	Houghton & Dutton
11	"	"	Rowland & Marsellus Co
5	"	"	Meakin & Ridgway
77	"	"	Miscellaneous Orders

COPENHAGEN

5	packages	earthenware	Geo Borgfeldt & Co

HAMBURG

17	packages	earthenware	Jones, McDuffee & Stratton Co
1	"	"	Patterson, Wylde & Co
15	"	"	L Wolf & Co
1	"	"	R F Downing & Co
6	"	"	Jordan Marsh Co
4	"	"	W N Proctor & Co
15	"	"	Wm R Noe & Sons
19	"	"	Geo Borgfeldt & Co
81	"	"	Stone & Downer Co
11	"	"	L E Knott Apparatus Co
8	"	"	Bawo & Dotter
9	"	"	First National Bank
1	"	"	Richard Briggs Co
20	"	"	National Despatch Co
32	"	"	E A Runnells & Co
119	"	"	J E Berry
11	"	"	American Express Co
33	"	"	Miscellaneous Orders

ANTWERP

11	packages	earthenware	Jones, McDuffee & Stratton Co
10	"	"	Geo Borgfeldt & Co
4	"	"	American Express Co

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

At this season of the year interest centres in the annual glass and pottery exhibit held in this city during January. The Bryce Bros. Co. started to arrange their display on Thursday of this week, but the bulk of the salesmen will not come in until next Tuesday. The appended list of exhibitors is official. However, unforseen conditions may arise to warrant the changing of the room mumbers.

FT. PITT HOTEL.

	Room
Vodrey Pottery Co.—Thomas A. Copperstone	676
Bryce Bros.—G. S. Bryce and H. S. Duval	129
Buffalo Pottery—E. E. Wilgus	428
Cambridge Glass Co.—Chas. S. Rockhill	643
Cook Pottery Co.—W. F. Ellison	328
Duncan & Miller Glass Co.—Walter B. Lindsay	642
W. H. Dunn & Co., New York.—W. H. Dunn	682
Economy Tumbler Co.—S. P. Kenny	640
J. B. Higbee Glass Co.—R. G. West	228
Jones, McDuffee & Stratton—James P. Gordon	673
D. C Jenkins Glass Co.—Howard C. Jenkins	128
Indiana Glass Co.—Thomas H. Lohr	639
E. F. Kupfer Co.—M. S. Benford	645
E. M. Knowles China Co.—W. F. Witherell	441
Mayer China Co.—A.C. Mayer	676
McKee Glass Co —W. L. Gaston	444
New Martinsville Glass Co.—David Fisher	542
H. Northwood Co.—C. J. de la Croix	539
Quaker City Cut Glass Co.—F. J. Classen	528
A. Radford Pottery Co.	137
Star Glass Co.—C. E. Taylor	684
Taylor, Smith & Taylor. Pot. Co.—C. E. Taylor.	404
Enterprise Cut Glass Co.—C. E. Taylor	400
Rochester Cut Glass Co.—C. E. Taylor	400
Sterling Cut Glass Co.—J. H. Johonnot	204
Phoenix Glass Co.—Harry B. Whitney	
J. W. McCoy Pottery Co.—F. Daley.	
Rochester Tumbler Co.	605
Radium Glass Co.	543
E. M. Uniack Mfg. Co.—J. M. Uniack	696
United States Cut Glass Co.	304
Blackmer Cut Glass Co.—A. L. Blackmer	442
Crystal Tumbler Co. / Corona Cut Glass Co. — J. C. Jonas	594
Gillinder & Sons—J. J. McCarthy	
A. H. Heisey & Co.—C. G. Cassell	104
Levien Cut Glass Co.—L. Levien	145
McCoy Pottery Co.—J. F. Daley	628
Phoenix Glass Co.—H. B. Whitney	604

HOTEL HENRY.

Robert Slimmon & Co.—Harry S. Clarke.
C. T. and W. J. McKenna (cut glass)
Bergen Cut Glass Co.— H. C. Hall.

SEVENTH AVENUE HOTEL.

Lancaster Glass Co.—L. P. Martin.
Eagle Glass and Manufacturing Co.—S. O. Paull
Dugan Glass Co.—Walter G. Minnemeyer.
Westmoreland Glass Co.—George R. West.
Keystone lines—F. C. Minnemeyer.
Co-Operative Flint Glass Co.
Trenle China Co.—H. K. Connors.
West End Pottery Co.—Joseph P. Curry.
Hocking Glass Co.—I. J. Collins.

COLONIAL-ANNEX.

F. W. Owens (toys).
H. F. Hopper (pictures).
Geo. H. Bowman Co.—Chas. Ellis.
H. C. Fry Glass Co —F. C. Winship.
A. L. Tuska Co.—Harry H. Thomas.

RESIDENT SHOWROOMS.

Pennsylvania Glass Co. McCance Block. Mr. Geise.
Colonial Pottery Co., Jenkins Arcade. S. P. Megahan.
Genesee Cut Glass Co., Jenkins Arcade. H. A. Robb.
Silicon Glass Co , Wabash Building. Mr. Nixon.
Steubenville Pottery Co., / Globe Pottery Co., / McKee Glass Co., / Kinney & Levan, / Sterling Cut Glass Co., — Century Building, Seventh St. W. W. Lang.
Pittsburgh Cut Glass Co., Phipps Power Building, Duquesne and Sixth St.
United States Glass Co., Ninth and Bingham Sts., S. S.
Pittsburgh Lamp, Brass and Glass Co., Locust St. and River Ave, N. S.
Consolidated Lamp and Glass Co., Bissell Block, Seventh St. and Liberty Ave.
Macbeth-Evans Glass Co., Wabash Building, Liberty Ave.
Oriental Glass Co., Eighth and Sarah Sts., S. S.
Atlantic Glass Co., 222 First Ave.
Mortimer Glass Co., / Fenton Art Glass Co., — 409-410 Lewis Building, Smithfield St. and Sixth Ave.
Ripley & Co., House Building, Smithfield & Water Sts.
Bawo & Dotter, 615 Liberty Ave.
Krakno Glass Co., 210 Fourth Ave.
American Glass Specialty Co., 210 Fourth Ave.

Seven new lines of table glassware are to be shown this season by the United States Glass Co. together with two of etched ware and two of light cut goods. No. 15140 is a colonial pattern with a Grecian border and floral effect. This line contains a number of new pieces not included in the ordinary run of table lines. It is also shown in different styles of gold treatment as well as one possessing a silver-de-

posit effect. No. 15138 is a high grade floral pattern. This line contains many footed pieces of an original style. No. 15143 is a heavy figured pattern having a "bulls-eye" effect and will be known as the "Twinkling Star". This line is decorated. No. 15139 is a heavy figured pattern and is made of tank glass. No. 15142 is a medium priced floral line, light in weight and highly polished. No. 15137 is another light-weight floral line with a remarkably brilliant finish. Besides being shown in crystal it is also to be had in gold and in lustre effects. No. 15141 is a figured pattern especially adapted for decoration. The two lines of etched ware are on thin lead blown blanks, and lead blanks are also used for the light cut lines.

Just about one year ago the first batch of glass was melted by the Ripley Glass Co., and the first orders were shipped in the following February. Since then the company has been going the pace which insures success in the end. The latest creation in tableware is a colonial line with a chain band line border. Several new di-play jars have been added for the 1912 trade. A complete line of pressed tumblers is now being made, while the new provision jar is the latest creation in the utility glass line. The most popular feature with the concern just now is an all-glass portable and electrolier, which is being sold complete with the exception of the electric bulb.

Notice has been issued by the Security Trust Co., of Wheeling, W. Va., that seventy-six six per cent coupon promissory notes issued by the Imperial Glass Co. July 1, 1910, will be retired January 1.

The McKee Glass Co. will show two new table lines in January. One is a colonial pattern, the other a block diamond effect. Both lines are possessed of considerable brilliancy. A number of specialties will also be displayed, while a glass candelabrum will be a leading feature.

The Central Glass Co. will not maintain an exhibit at the annual show. Their line will be displayed in full at the factory sample rooms. A number of new effects in etched and light cut ware are promised.

The name of Harry W. Ross, city salesman for the Pittsburgh Lamp, Brass and Glass Co., was inadvertently omitted from the list of nominees for directors of the Western Glass and Pottery Association in the JOURNAL last week. There are six candidates, three to be elected Mr. Ross makes the sixth. His name appears on the official ballots, which have just been mailed to the membership.

MRS. CALLER—Are your new neighbors refined?

Mrs. NEXTDOOR—I should say so! They never borrow anything but our silver and cut glass.

MACHINERY AND TEMPERAMENT.

AN inquisitive German seeking to know what effect the running of and attending machinery had on mechanics, wrote letters to many in order to satisfy himself. Among others replying was a glassworker, who says that machines deaden sensibility and prevent thought, and that the singing formerly heard in the shops in now unknown. He believes that living or a prolonged period with machinery means the slow dying of a man's higher instincts. Another declares that machine attendants are much more irritable and more easily moved to anger than normal laborers. Similar reference to nerve strain and ill effects on temperament appear in almost every reply.

It is more than probable that the machine-caused irritability has something, and possibly a good deal, to do with the existence of "labor troubles" all over the industrially advanced part of the world.

PSYCHOLOGY IN SALESMANSHIP.

THE following story forcibly illustrates the value of psychology as a working factor in the ordinary routine of the salesman.

The owner of a very fine thoroughbred Scotch collie, being about to leave the city and wishing to get rid of the animal, took it out to the country and offered it to an old farmer whom the thought would appreciate its qualities. He began by describing the dog's fine points, its beautiful coat of hair, pedigree, and the long list of prizes taken at various shows. The farmer grunted and said that he didn't want a dog, and the city man drove home thinking what a chump the farmer was for not grasping the opportunity.

A few days later he turned his dog over to a friend and asked him to sell it. The friend promptly went to see the same old farmer.

The new man began by asking the farmer about his rheumatism. The latter admitted that he was getting rather old, and that rounding up the cows of an evening was beginning to be a real task.

The next question was about rats, and the farmer assured him that they were a great nuisance. He had often wished for some way of getting rid of them. Yes, he supposed a dog would do the business; but, then, he hadn't a dog.

His visitor then said that he knew of a dog that would go after the cows, drive the sheep, and was a splendid ratter, as well as being very alert and watchful at night.

He had scarcely finished when the old farmer asked with deep interest: "How in the world can I get such a dog? That's just what I need." And in two minutes the sale was made.

The New York Crockery and Glass District.

In buying fancy goods these days the most important feature to bear in mind is the practicability for use, as well as the moderation in price. Both these features have been carefully looked into by the Haviland & Abbot Co., who are showing a most extensive line of these goods. Their open stock patterns, too, are so much above the average that not one of the thirty that they carry in stock does not find a ready market.

The Fostoria Glass Co. have prepared a very large line of new tableware which is of a very different character to the usual run of this class of goods. They will be on view early in the new year. Salesmen who have seen the advance samples are most enthusiastic over them, and expect great results therefrom.

The Buffalo Pottery are going to increase their toilet ware business and have added a new pattern to their line, advance samples of which have reached the New York office. The decorations are mainly on the floral order, including beautiful designs of lilacs, carnations, roses and blackberry briars. The shape is called "Cairo" and is well conceived.

A. P. Doctor is very elated over his business of last year, which was phenomenal. Yet with the new patterns that are coming he expects to set a new record during the coming year. When at Wheeling inspecting the patterns, a week or so ago, he was treated royally. A special bowling game was inaugurated, and a blow-out was arranged in his honor. He is a general favorite at the factory, and his efforts in his territory are always appreciated.

The open stock patterns carried by L. Bernardaud & Co. have found much favor with the trade. Great care has been exercised and much thought put into the designs, with the result that all those who have seen them declare them of excellent conception. The key border design has been introduced in a new and attractive manner, and the floral and conventional borders, too, are most artistic. Any buyer who has not inspected this line has not seen all the good things on the market.

F. W. Jenkins & Co., as previously noted, have moved to 24 26 Murray street, where they will continue to show their line of Avenir Limoges china with which they are so distinctly identified.

The firm of Frank & De Keyser was dissolved on the 19th of December, Leo Frank buying the business, which he will continue as before. I. De Keyser, with S. E. Steininger, who was with the old firm, will start a similar business and will probably locate is the Haviland & Co. building on Barclay street early in the new year.

A new punch-bowl in Mettlach inlaid stoneware is being offered to the buyers by E. R. Thieler. The design is up to the usual high standard of Villeroy & Boch, and is carried out in two tones each of green and ivory. The grapes which form part of the decoration are in rich purple and true to natural coloring. The roemers which go with the punch bowl are the same shape, only a smaller edition.

The Central Glass Works have three new shapes in stemware, all with drawn stems, for 1912. Three deep plate etchings, each shape having its own individual etching, thereby giving a distinct character to the different shapes. They are all most delicate in their beautiful tracery. The conceptions are entirely new, and compare with nothing in the market to-day. The trade all know that the Central Glass Works is nothing if not original, and they have made such big strides that they come next to the band in the vanguard. No rear guard for them. Next week these goods will be displayed in their New York showrooms. There is one new special

line that is destined to have immediate success. We refer to a new lady's Pilsener beer glass, which has fluted cutting and a heavy foot without a stem. The shape is distinctly odd, and at the same time very attractive in its outline.

When thinking of rubber easels the name first coming to the mind is Abels. He has long plied his trade in the district, and his familiar figure may constantly be seen meandering in and out of the different showrooms. The reason of his success is that he pays attention to his business and gives orders prompt and personal attention.

A few days ago Reddan-Brown, the advertising specialists, received an inquiry from China as a result of an advertisement placed in the CROCKERY and GLASS JOURNAL.

William Guerin & Co. are showing an unusual number of fine service plates in a variety of patterns. Their gold encrustations are well executed, and the color designs are harmonious and attractive. The use of service plates is growing daily, and dealers in need of salable goods will do well not to overlook the display.

Robert Slimmon & Co. last week opened eleven new patterns from the Upper Hanley Pottery Works on their new "China" shape. The shape is well named, for it is so much like china that it has to be examined carefully before the fact dawns on the looker that it is high grade earthenware and not a translucent body.

Now that the silver-deposit trade is increasing to such an extent, and so many new people are starting up in it, the question of kilns naturally arises. The "Perfection kiln" of B. F. Drakenfeld & Co. is calculated to fill all the requiremenes of the trade, and if prospective purchasers would look into this line they will undoubtedly find just what they want.

Frank Wadsworth Jenkins, in connection with his Avenir china business, has taken the management of the Eastern interests of the Geo. H. Bowman Co., 24-26 Murray street, where, besides exceptional values in china dinnerware and specials, he will make a strong showing of the celebrated line of Swiss aluminum cooking utensils, which have become so well known that comment is unnecessary.

It has been the custom of a coterie of men who lunch together every day at a restaurant in the Distric to pay half a dollar each to the proprietor every Saturday to accumulate funds for a regular good annual blow-out. The first took place on December 23 at Paul Isson's, in honor of which the proprietor had an elaborate menu printed on lavender satin. Portraits of D. King Irwin, Edward Unger, Louis Levien, Messrs Gunthel, Wallach, Steininger and De Keyser, the charter members, ornamented the handsome souvenir.

The up-to-date lines of art ware and vases being shown by Geo. H. Woodworth from the factory of S. A. Weller are fascinating in their artistic beauty and a good display of them in a store could not fail to attract customers. The variety of jardinieres, pedestals, fern dishes, etc., is large, and an excellent selection can be had.

AT CHICAGO.

AT the wholesale houses there was a final rush of pre-Christmas buyers, both local and out of town, and the retail stores were jammed with shoppers. Managers and buyers in both retail and wholesale establishments, when confronted by the representative of the JOURNAL, threw up their hands and exclaimed: "Too busy to talk."

* *

Louis Wolf & Co. report an exceptionaly good business in china during the last few weeks, and especial activity in their line of toys. They consider future prospects excellent.

* *

F. C. Liebhart, of the Strobel & Wilken Co., is spending the holiday season in the South, his native territory.

* *

A feature of the toy trade in the season just closed was the large increase in the number of street hawkers selling principally mechanical toys. Never before in the local history of the trade has this gentry been so numerous. While the individual sales made by the street men are small, the total distribution effected this year has been of considerable magnitude.

* *

Fred L. Merrick, local manager for the Bradley & Hubbard Mfg. Co., has gone East to attend the annual meting of representatives.

* *

At the office of the Pittsburgh Lamp, Brass and Glass Co. business was reported as first class and the only thing that prevented larger sales was the inability of the factory to turn out goods fast enough.

* *

Business was rushing at the office of F. B. Tinker, representative in this city of the Empire Cut Glass Co., the Rochester Cut Glass Co. and other Eastern houses.

* *

A change of management will be made, it is said, in the china and glassware department of Mandel Bros. on Jan. 1. According to report, "Dave" Saunders will succeed "Tom" Gill as head of that section.

CROCKERY AND GLASS JOURNAL

Vol. 74. No. 26 | NEW YORK, DEC. 28, 1911 | $2 per Year

Samples of all new

1912 LINES

are now ready for your inspection in our factory sample rooms.

THE

C. C. Thompson Pottery Co.,

MANUFACTURERS OF

White and Decorated Wares,
Rock and Yellow Wares,

EAST LIVERPOOL, OHIO.

Guernsey Earthenware

Brown—White Lined—Enameled

The Sanitary Cooking Utensil. A standard of *superior manufacturing, originality of shapes, excellency of finish.* For these reasons the far-sighted buyer can see the difference—*"Guernsey" superiority.*

TRADE MARK THAT INTRODUCED THE CASSEROLE TO AMERICA

TRADE MARK GUERNSEY COOKING WARE REGISTERED

ON EVERY PIECE.

The largest and most complete line in the world. From Casseroles to Ramekins; family to individual dishes.

WRITE FOR CATALOGUE No. 101. NOW READY.

The Guernsey Earthenware Co.

CAMBRIDGE, OHIO, U. S. A.

Full line of samples at New York—Bates & Ledden, 65 West Broadway.

REAL CUT GLASS.

No pressed-figured blanks. Every piece hand-made and hand-cut.

OUR

TRADE DORFLINGER MARK

A GUARANTEE.

Fine table glass a specialty. Plain, etched, engraved, floral cuttings and rock crystal ware. Large stock and great variety.

C. DORFLINGER & SONS,

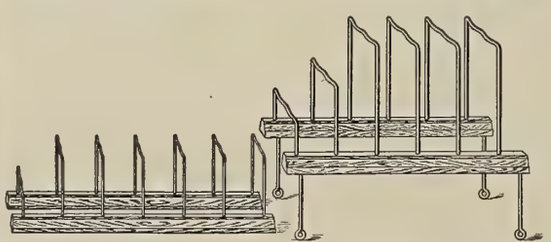
36 Murray St., New York.

Specific Causes Produce Specific Effects! Cause and Effect Cannot be Separated!



YOU NEVER HEARD OF AN EFFECT THAT WAS NOT THE RESULT OF CERTAIN CAUSES.

To illustrate, look at these two cuts. The two racks are the cause, and the effect produced by them is the finest display of Platters and Plates ever produced. Sample Dinner Sets take on new life wherever these racks are used. It will pay you well to "ginger up" a bit.



No. 284. No. 600. Pat. applied for

We make the largest and best line of Display Racks and Easels on the market. Catalogue 21 shows you.

MANUFACTURED BY

J. B. Timberlake & Sons,

JACKSON, MICH.

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

We are ready with new goods for 1912, consisting of New Patterns in Deep Plate Etchings and Light Cut Ware in full lines of Stemware, Nappies, Finger Bowls, Sherbets, etc. Goods are right and properly priced.

Full lines of samples can be seen at our agencies:

THOS. G. EDGE,
66 West Broadway, New York.

C. H. PARSHALL,
409 Granite Bldg., St. Louis, Mo.

J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts.
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia, Pa

J. S. DAWES,
95 Pearl St., Boston, Mass.

Quality, variety of goods, large output, and protection that protects, make The W. S. George Pottery Co.'s product the strongest jobbing line in America.

Potteries at
East Palestine, Ohio

Buffalo Pottery Products



Aonia Ware

All Live Sellers That Pay Good Profits

THEY will add to the attractiveness of your stock and bring new trade; best-sellers with dealers everywhere and extremely profitable to handle. The entire line is popular; so wide in range that it includes something to appeal to almost every taste.

Deldare Ware Aonia Ware Blue Willow Ware
Semi-Porcelain Dinner, Tea and Toilet Ware
All In Underglaze Decorations



Thais Shape-Decon No. 300

DELDARE WARE in a great variety of copyrighted shapes and designs with its quaint illustrative features is just as popular as ever. It appeals to the very best class of trade.

AONIA WARE is something entirely new; originated and made only by us. It is artistic and refined and has lots of character. It is bound to be a big seller.

OUR BLUE WILLOW WARE is the only complete line, in exact reproduction of the original, made in this country.

OUR DINNER, TEA AND TOILET WARE comprises an unusually large line in popular and attractive shapes and decorations. The THAIS SHAPE illustrated is our latest addition.

It will pay you to look into the Buffalo Pottery Products Write for prices and information.



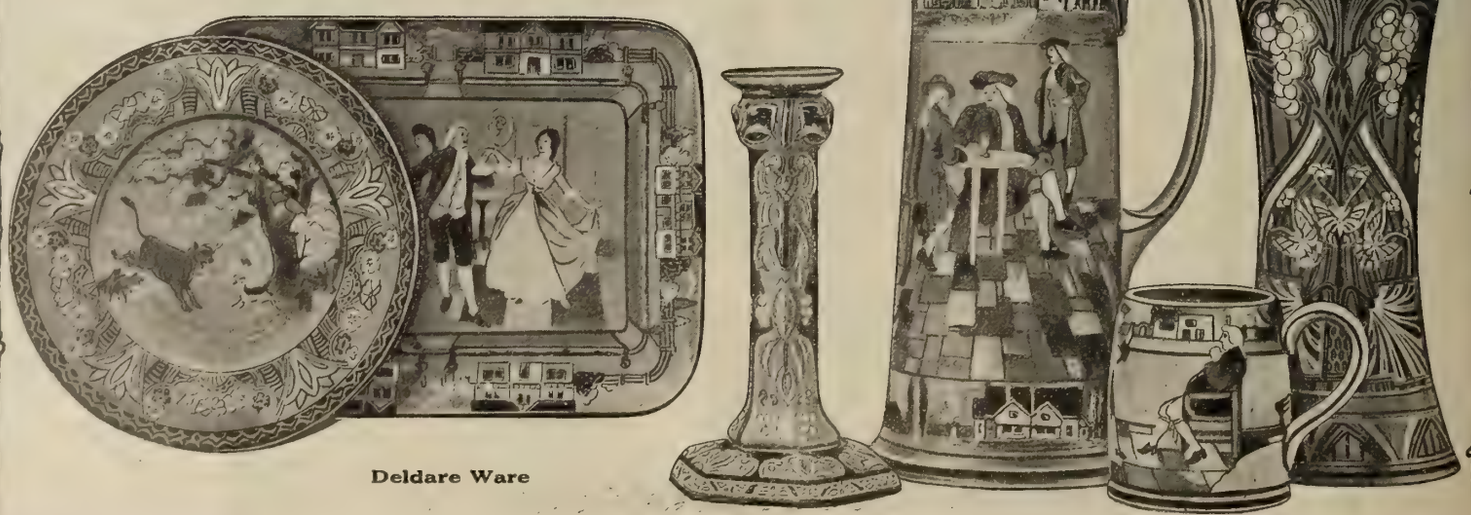
Blue Willow Ware

New York Showroom:
A. H. Ledden,
65 W. Broadway

Buffalo Pottery
Buffalo, N. Y.

Buffalo Showroom:
A. H. Sharpe,
352 Main Street

Pittsburgh: Fort Pitt Hotel, Jan. 10th to 22nd, 1912. E. E. Wilgus



Deldare Ware

Haviland & Abbot Co.

GDA FRANCE

29 BARCLAY ST.,
NEW YORK.

CH. FIELD HAVILAND LIMOGES

OPEN STOCKS—WHITE WARE AND DECORATED—THIRTY PATTERNS—DINNERWARE.

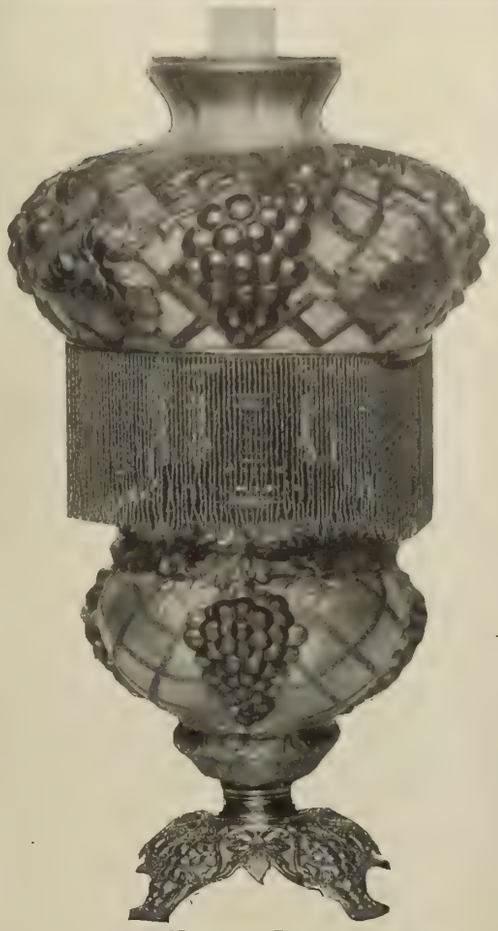
Ready for IMMEDIATE DELIVERY.

FANCY GOODS.
Practical for Use and Pleasing in Price.

Ready for IMMEDIATE DELIVERY.

Haviland & Abbot Co.

29 BARCLAY STREET,
NEW YORK.



No. 100. Grape.

It's a beauty! See it, sure!

CONSOLIDATED LAMP AND GLASS CO.,
CORAOPOLIS, PA.
New York, 66 West Broadway.

LES ETABLISSEMENTS GUERIN & CO.

The Largest FRENCH Manufacturers,

LIMOGES, FRANCE.

Wm. Guerin & Co.,

LIMOGES, FRANCE.

Manufacturers of

FRENCH CHINA.

LIMOGES.

TRADE W.G. & Co MARK

FRANCE.

OUR SPECIALTIES:
SERVICE PLATES, DINNERWARE and HOTEL GOODS.

33 PARK PLACE, NEW YORK.

J. POUYAT CO.,

The Oldest FRENCH China Factory.

FOUNDED 1720.

TRADE MARKS

ON WHITE — ON DECOR

J. P. L. FRANCE — J. POUYAT Limoges — J. POUYAT LIMOGES

Original shapes and designs, especially adapted for exclusive trade.

37 and 39 Murray St., New York.

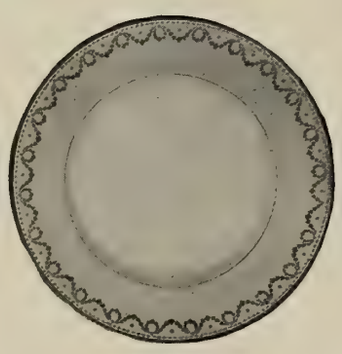
THE UNITED STATES GLASS CO., Pittsburgh, Pa., announces the opening of its New York Office and Showrooms, fifth and sixth floors, Nos. 71-73 Murray Street, where will be displayed complete lines of samples of the glassware manufactured by its factories located at Pittsburgh and Glassport, Pa., Tiffin, Ohio, and Gas City, Indiana.

It is the desire to offer by increased display and office facilities service of the highest order.

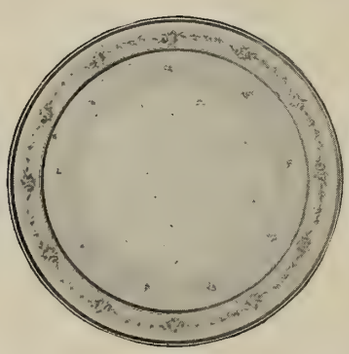
"A GOOD DRUM DOES NOT NEED A HEAVY STICK."



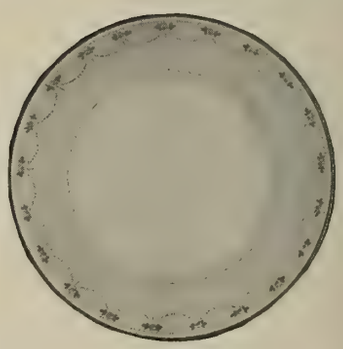
Open Stock Decor. No. 11973



Open Stock Decor. No. 13807



Open Stock Decor. No. 11306



Open Stock Decor. No. 14026

Neither do our new open stock patterns need heavy type to sound their praises. Without being "loud" in the slightest degree they make themselves heard in any dealer's showroom. The four designs above are a fair example of the sixteen patterns that we carry. All are carefully executed and well conceived.

Sample plates of any or all designs sent free on request. In any case you need our latest illustrated catalogue. Drop us a postal.

B & Co
FRANCE
Mark on White

L. Bernardaud & Cie
Limoges
Mark on Decorated

L. BERNARDAUD & CO.,

50 MURRAY STREET, NEW YORK.

NOW FOR 1912.

Complete lines of China, Glass, Dolls, Toys, Housefurnishings and Clocks for the Import Season of 1912 will be displayed early in January. Our jobbing goods and open stock dinnerware patterns are very interesting.

BAWO & DOTTER, Ltd.

26 to 34 Barclay Street, New York.

Chicago, 230 to 236 Adams St. Pittsburgh, 615 Liberty Ave. San Francisco, 718 Mission St.

CENTRAL GLASS WORKS,

Wheeling, W. Va.,

KNOWN AS THE "HOUSE OF QUALITY."

LEADING MANUFACTURERS OF

Hotel and Bar Glassware and Blown Tableware.

NEW SHAPES AND DESIGNS FOR 1911 IN

Lead Blown Tumblers and Stemware.



DEEP PLATE ETCHED MONOGRAM and CREST

Work for Hotels and Clubs a Specialty.

REAL QUALITY THAT YOU CAN SELL AT RIGHT PRICES.

BRANCH OFFICES:

New York, A. P. Doctor, 66 West Broadway.
Philadelphia, Thos. Downs, Jr., 610 Denckla Bldg.
Baltimore, Green & Thomas, 33 South Charles St.
San Francisco, Himmelstern Bros., 718 Mission St.
Pittsburg. Elkins Glass Co., 210 Fourth Ave.
Denver, Bersback, Maloney & Co , 1517 Lawrence St.
Boston, L. A. Fletcher, 157 Federal St.
Cincinnati, Thos. M. Lewis, 437 Main St.
St. Paul, S. R. McMasters, 632 Endicott Building.
Buffalo, E. S. Pease Co., 611 Main St.

The CAMBRIDGE GLASS CO.

CAMBRIDGE, OHIO.



No. 2631—Height 20 inches, width of Shade 12 inches, complete with silver plated fittings, pull sockets, parallel cord and plug. ⅙ Dozen to the Barrel.



No. 2760—Height 21½ inches over all, width of Shade 12 inches. Centre Draught Oil Lamp complete with silver plated brackets and fount. ⅙ Dozen to the Barrel.



No. 2760—Height 20 inches, width of Shade 12 inches, Satin etched, fitted for Welsbach burner, silver plated brackets, etc. ⅙ Dozen to a Barrel.

Made in Our "Nearcut" Glass.

WE call special attention to our new line of Electroliers, gas portables and oil lamps in "Nearcut" glass Only a very close inspection will reveal the fact that these articles are not genuine cut glass. They represent a new departure in glass manufacture, as heretofore only cut glass goods have been offered at prices which were entirely too high for the average buyer, the result to the merchant being a retail sale now and then. These goods at the prices we are offering change the situation both to the merchant and customer.

These lines are not the only new items we are offering, as we have added to our extensive lines of "Nearcut" table ware specialties and bar goods.

Complete lines of samples are shown in our various salesrooms, and during January we will be located at the Fort Pitt Hotel, Pittsburgh, Room 643.

New York, WM. DEALING, 25 West Broadway.

BOSTON :	PHILADELPHIA :	BALTIMORE :	ST. LOUIS :
H. B. HOLLIS.	THOS. H. GARVIN, Jr.	HOWARD S. BOKEE.	FRANK H. YOUNG.

Import China Line for 1912.

Louis Wolf & Co.,

Importers and Commission Merchants,

221-227 Fourth Avenue, New York.

102 to 106 Pearl Street, Boston.

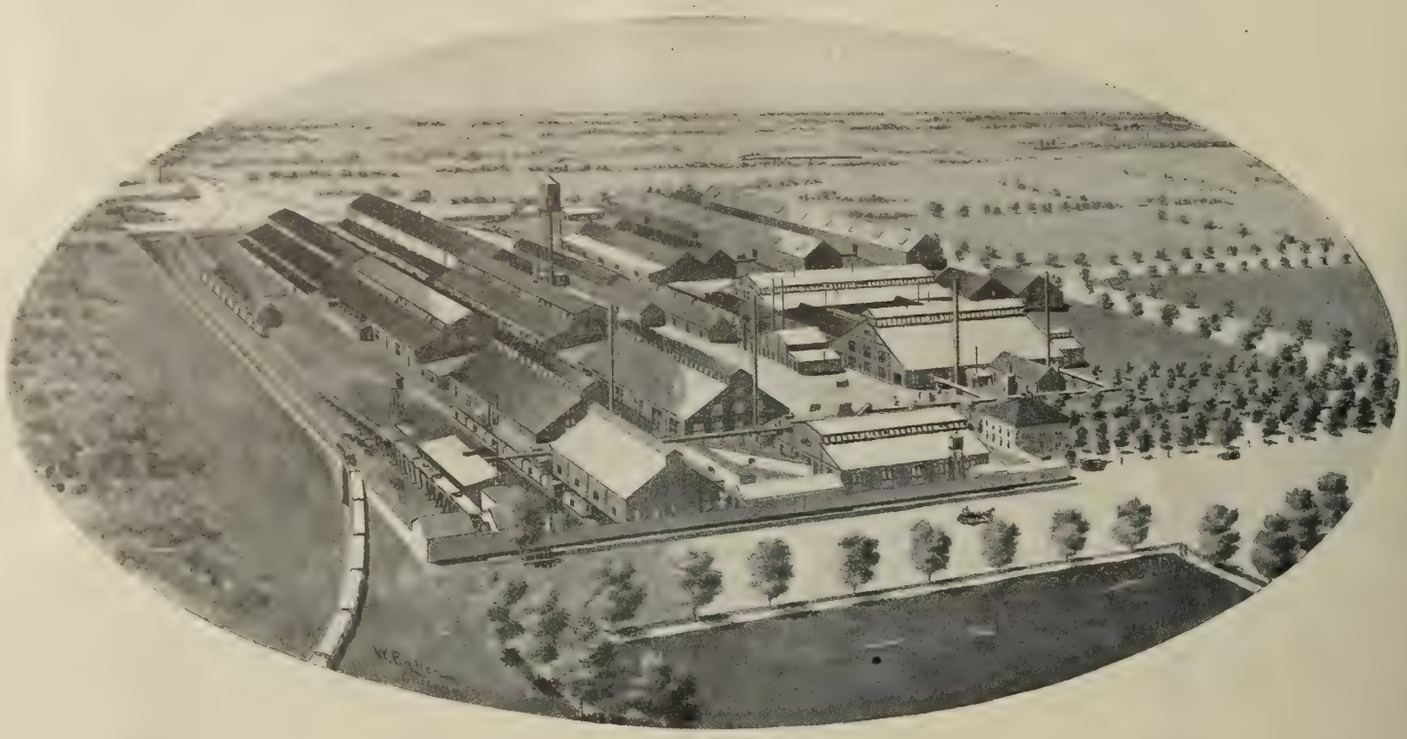
315 West Adams Street, Chicago.

Our new lines for the coming season in China, Glass, Bric-a-Brac, etc., are ready, and include many novelties from several new factories.

Tree Ornaments Ready January 15.

Dolls and Toys

will be ready February First.



Points of Interest to the Buyer:

1. We have the largest factory of its kind in the United States or elsewhere.
2. We have the greatest productive capacity of any factory making a similar class of ware.
3. We carry the largest stock of such articles as we manufacture, both open and packed.
4. We are in full operation twelve months of each year.
5. We can assure patrons of prompt attention to all requirements for anything in our line.
6. We are centrally located, with the best of R. R. facilities for local or car lot shipments.
7. Our prices are right at all times.

We Manufacture

Lime Blown Tumblers, Plain, Sand Blast Engraved, Banded, Optic and Sham, in all sizes. Third-Pint Common Tumblers, Family Jellies, Tumbler-shape Jellies, Iced Teas, Sodas, Beer Mugs, Bar Tumblers, Table Tumblers, Hotel Tumblers, Export Tumblers, Straight Beer Tumblers, Tableware, Goblets, Wines, Cordials, Fish Globes and Specialties.

The Federal Glass Co.

Columbus, Ohio.



Vantine's IMPORT LINES

Should Have YOUR Consideration

New styles, original decorations, new color combinations—all in wonderful variety.

Prices relatively low.

Deliveries are always equal to samples.

A. A. VANTINE & CO.,

12 East Eighteenth Street, New York.

Also 167-9 Wabash Ave., Chicago.



Libbey

"THE WORLD'S BEST"

CUT GLASS

DOESN'T the name Libbey spring unbidden to your mind when you think of cut glass? Well, that's what happens in the minds of most people. They have known of Libbey's so long and so favorably that to them the name is literally synonymous with cut glass.

There is only one way to take advantage of the prestige of the Libbey name and Libbey excellence of cutting—make your store the Libbey store.

SAMPLEROOM AT THE FACTORY.

The Libbey Glass Co.,

TOLEDO, OHIO.

DINNERWARE FOR 1912.

The **Big Line.**

EVERY PATTERN A WINNER.
DON'T FAIL TO SEE THEM.
IMPORT.
ASSORTED PACKAGES.
OPEN STOCK.

Kinney & Levan.

Cleveland
SIXTH CITY

Place Your Orders Now for Spring Delivery.

THE CELEBRATED

AHRENFELDT CHINA,

Manufactured at Limoges, France.

ALSO THE RENOWNED ART CHINA MADE BY

C. G. SCHIERHOLZ & SOHN,

Plaue, Thuringia,

are meeting the universal approval of the critical buyer.

HERMAN C. KUPPER, Importer,

50, 52 and 54 MURRAY STREET, NEW YORK.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK
NEW YORK CITY, December 18, 1911.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 10, 1912, at 12:30 o'clock, p.m. By order of the Trustees,

L. S. OWEN, Secretary.

WANTED, LINES ON COMMISSION.

SELLING AGENT with established trade through the East and West, having large sample room in New York, desires lines on commission. Only manufacturers who have goods in metal or glass need answer. Address Box 776, this office.

HELP WANTED.

SALESMEN on electric and gas fixtures for all sections of this country. Also man selling to department stores to carry line of gas and electric portables. Only good salesmen with best of references should apply. Address Box 777, this office.

WANTED—Agents in all locations to sell art ware on commission. Address OAKWOOD ART POTTERY CO., Patterson Bros., Wellsville, Ohio.

WANTED—Salesman who commands trade with buyers of china and art departments can have salable side line on liberal commission basis. State experience and references. Address A. T. C., this office.

WANTED—Responsible man, or firm, permanently located in Chicago or St. Louis, to represent us between these cities and Denver, north and south. Experience in this territory and knowledge of the line necessary. C. DORFLINGER & SONS, 36 Murray St., New York.

SITUATIONS WANTED.

A TRAVELING salesman of long experience, well posted in French and German dinnerware, glass and pottery, likewise fine English china and domestic dinnerware, would like to connect himself with a good house from January 1st. Can furnish unquestionable references. Indoor position preferred, or would accept either or both. An interview desired. Address Box 782, this office.

SALESMAN and foreign buyer open for engagement after Janurry first. Several years' experience with leading firms of England and France. References of highest character. Address box 781, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

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Théodore Haviland

Limoges,
FRANCE.

Theodore Haviland & Co.

NEW YORK

Announce their removal to their new offices
and salesrooms in

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301 302, 303, 304, 306, 308, 310, 312
314. **316** 318



No. 101. Thistle. Hand Decorated. Natural Colors.

See our new line of decorated, cut, etched and iridescent Lighting Glassware before placing your order elsewhere. It means dollars to both of us.

PENNSYLVANIA GLASS CO.,

PITTSBURGH, PA.

McCance Block, Seventh Ave. and Smithfield St.
Opposite Seventh Avenue Hotel.

New York, Wm. M. Warrin, 25 West Broadway.
Baltimore, Md., David Ehrlich, Merchants and Mfrs. Bldg.



No. 205. Cut No. 70.

OAKWOOD ART POTTERY CO.,

Wellsville, Ohio.

Manufacturers of HIGH GRADE ART WARE

Also a complete line of

ROCKINGHAM AND YELLOW WARE.

PATTERSON BROS., Wellsville, Ohio.

FONDEVILLE & VAN IDERSTINE,

IMPORTERS,

37 Warren St. New York,

Sole Agents for

KELLER & GUERIN—French Earthenware.

VERRERIES DE PORTIEUX—Hotel and Bar Glassware.

STANLEY POTTERY CO—Vitrified Hotel Ware.

JOHN SADLER—Jet and Rockingham Teapots.

ALFRED HACHE & Co.—Fireproof Cooking French China.

BENEDIKT VON POSCHINGER—Roeme s and Fancy Glassware.

MAYER CHINA

VITRIFIED BODY & HARD GLAZE
FOR USE IN HOTELS, CLUBS, RESTAURANTS
INSTITUTIONS &c.
UNDERGLAZE BORDER PATTERNS
COLOR LINES &c.&c.
BADGES, NAMES, MONOGRAMS &c.

SOLD THROUGH THE TRADE

CORRESPONDENCE INVITED

THE MAYER CHINA Co.

BEAVER FALLS, PENNA.



ESTABLISHED 1873.

Brass and Rubber Covered



EASELS, PLACQUE HANGERS, Etc.

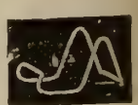
Our new catalogue will be sent on request.



ABELS & CO.

Manufacturers,

460 West Broadway, New York.



The China known since 1840 as

Haviland China

is stamped

Haviland
France

Additional stamp on Decorated China

Haviland & Co
Limoges

After February 1st, 1912

Haviland & Co.

Eleven East
Thirty-Sixth Street
New York



313 Reflector

TRADE KRAKNO MARK

THE INVERTED GAS SHADE BUILT ON LIGHTING SCIENCE.



202 Decorated No. 8

"KRAKNO" inverted gas shades are built with the patented permanent metal air circulating chamber.
Their phenomenal success is due to their efficiency, beauty and economy.
Our new catalogue is ready for distribution. Write for it to-day.

KRAKNO GLASS COMPANY, Fourth Avenue, Pittsburg, Pa.

WILLIAMSBURGH FLINT GLASS CO.,

MANUFACTURERS OF

Lamp Chimneys, Lantern Globes, Fish Globes, Gas and Electric Globes in all colors.

PARTICULAR ATTENTION PAID TO PRIVATE AND SPECIAL MOULDS. WRITE FOR PRICE LIST.

New York Office, 74 Park Place. Factory, Boerum and McKibben Sts., Brooklyn, N. Y.

ORIENTAL GLASS CO.,

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby Mat and Gold, Crystal Mat and Gold.

COLORED CATALOGUE AND PRICE LIST ON APPLICATION

Office and Works: PITTSBURGH PA., U. S. A.

ALBERT R. MARRYATT,

57 Murray St., New York.

RICH AMERICAN CUT GLASS.

The depth of cutting, brilliancy of finish and originality of design make our line the zenith of artistic perfection. Specialties for the Jobbing, Premium, Department Store and Export Trade.

S. A. Weller

Factories and Main Office: ZANESVILLE, O

Jardinieres
Pedestals
Umbrella Stands
Cuspidors
Fern Dishes

Up-to-date lines of Art Ware and Vases

Ask the man with the samples to tell you about the different lines.

SALESROOMS:

Boston, 144 Congress Street.
New York, 57 Park Place.
Chicago, Room 510 Heyworth Bldg., 42 Madison St.

A. GREDELUE.



Glassware.
Toilet Ware.
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers.

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

BRYCE BROS. CO., MOUNT PLEASANT, PENN

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

New York Office, 25 West Broadway, Room 44. J. D. Dithridge. Western Salesmen: W. H. Duval, Gerard S. Bryce.

Do You Want Anything?

THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . .

A "WANT" AD. IN THE "SPECIAL NOTICES" COLUMN INVARIABLY BRINGS RESULTS.

See us right away if you want

"SPECIALS"

in tumblers to be shipped quickly.

TABLE TUMBLERS, Etc.,

Plain and Sand Blast.

Crystal Tumbler Co.,

MORGANTOWN, W. VA.

FRED SKELTON,
32 Park Place, New York.
Telephone 6962 Barclay



No. 72 Colonial. Oval Footed Celery and Spoon Dish.

ALWAYS SOMETHING NEW

We are constantly introducing new specialties and have always something novel to offer. Call in at any of our showrooms and see our fine table glassware.

The Duncan & Miller Glass Co.

WASHINGTON, PA.

Paul Joseph, 64 Park Place, New York.
Joseph Tomkinson, 213 Commercial Bldg, Philadelphia
Green & Thomas, 33 S. Charles St., Baltimore.
L. D. Fletcher, 157 Federal St., Boston.
Marsh & Kidd, 617 Mission St., San Fran

ESTABLISHED 1869.

B. F. DRAKENFELD & CO.,

(FORMERLY J. MARSCHING & CO.)

Pottery and Glass Colors.

MATERIALS FOR DECORATING CHINA GLASS AND ENAMELED WARE

OXIDES AND CHEMICALS.

27 PARK PLACE, NEW YORK.

East Liverpool Office, First National Bank Building. GEO. HEISLER.

The St. Louis Crystal Glass Co.

FOUNDED 1767.

Works Munzthal St. Louis, Lorraine German and Paris, France

FINE TABLE GLASSWARE.

E. TORLOTTING, Agent, 25 West Broadway, New York.

THE GOODWIN & KINTZ CO.,

WINSTED, CONN.

Gas, Electric and Combination Fixtures, Portables, Clocks, and Premium Goods.

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BOSTON SALESROOM: 41 Pearl Street.

LA PORCELAINE LIMOUSINE

P L
LIMOGES FRANCE

Formerly

M. REDON LIMOGES

M. REDON.

LIMOGES CHINA.

ALFRED G. MOMENT, Agent, 25 W. Broadway, N.Y

ROBERT RAWSTHORNE ENGRAVING CO.

PITTSBURGH PA.



HALF-TONE, ZINC ETCHING
WOOD ENGRAVING
ARROTT POWER BUILDING
No. 3 BARKER PLACE

The Roessler & Hasslacher Chemical Co.

General Office: 100 William Street, New York,

H. W. Smith Representative, East Liverpool, O.

MANUFACTURERS OF

Factories PERTH AMBOY, N. J.

THE ROESSLER & HASSLACHER CHEMICAL COMPANY · NEW YORK · BRIGHT-GOLD

Fac simile of Label.

Liquid Bright Gold

GLASS—COLORS—POTTERY

ON GLAZE AND UNDER GLAZE

LIQUID LUSTRES FOR GLASS AND CHINA

MADE IN AMERICA.

THE ROESSLER & HASSLACHER CHEMICAL COMPANY · NEW YORK · BRIGHT-GOLD

Fac-simile of Label.

POTTERS' GLASSMAKERS' and ENAMELERS' MATERIALS. CORRESPONDENCE SOLICITED.

1912.

During Nineteen-Twelve,
As you dig and delve
To make your business fine,
Remember us and the Turner-Seymour line.

PLATEAUX, SHADE RINGS,
SHADE HOLDERS,
GAS AND ELECTRIC PORTABLES,
CANDLE LAMPS.

Made in Torrington, Conn., by

The Turner & Seymour Mfg. Co.,

SHOWROOMS:

New York, 47 Warren St. Chicago, 59 E. Adams St.
Boston, 68 Chauncy St.

GEO. F. BASSETT & CO.,

IMPORTERS OF

ENGLISH. AUSTRIAN & FRENCH

DINNER WARE,

AGENTS FOR
Burgess & Leigh, Pearl Pottery Co., James Kent } England
Bassett China, Austria.
A. & D. China France
J. B. Touze & Co. "

52 & 54 Park Place,
NEW YORK.

The GURNEY CLAY CO.

Franklin, Macon County, N. C.,

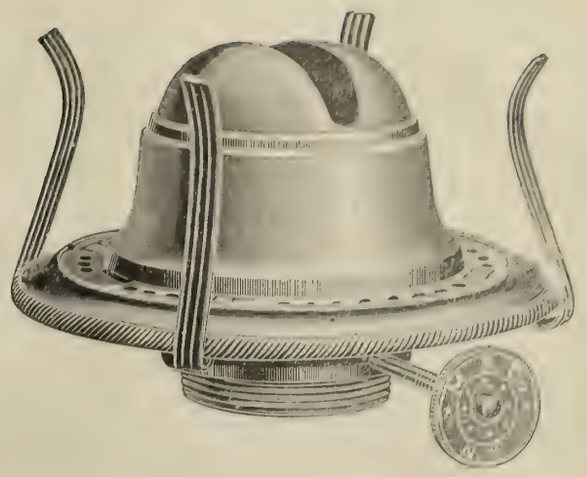
MINERS AND SHIPPERS OF

"IOTLA" Brand North Carolina China Clay

The highest grade of kaolin, imported or domestic.

THE JOHN SANT & SONS CO., East Liverpool, O.
SOLE SALES AGENTS,

will be pleased to furnish references, quotations and samples on application.



We make a complete line of

All Brass Kerosene Burners.

— ALSO —

Kerosene Lamps.
"Perfection" Student Lamps.
Gas and Electric Portables.
Cuspidores, Fire-Place Fixtures, etc.

MANHATTAN BRASS CO.

Manufacturers **Established 1865.**

Office, 332 East 28th St., New York City.

Rolling Mills and Factories
7th and 8th Sts. and 1st ave.

Western Sales Office,
180 N. Dearborn St., Chicago, Ill.

1911 SPECIALTIES.

Cartwright Bros.,

EAST LIVERPOOL, OHIO.

Semi-Vitreous China Body.

(THE NEW BODY.)



Our new Glendora dinner shape is made of this body, and is a handsome one, both for jobbers, retailers and departmen stores.

25 specialties of this body are being shown in plaques salads, fish, game, fruit, berry and cake sets, and m ıy oth ers Decorations are the best the market affords.

Write us about these new lines.

A KEROSENE BURNER,

no matter how cheap or how high priced, bearing the name or initials of

PLUME & ATWOOD

is acknowled in every section of the world as the

"AMERICAN STANDARD."

Our cheapest grade burner,

THE EAGLE,

is equally as *well made,* equally as *safe,* and gives equally as perfect a *combustion* as the most expensive burner we manufacture.

P. & A. QUALITY MAKES SATISFIED CUSTOMERS.

The PLUME & ATWOOD MFG. CO.,

WATERBURY, CONN.

New York City, 279 Broadway.
Chicago Ill., 42 Madison St.
San Francisco, Cal., 268 Market St.

THE Pittsburgh Lamp, Brass and Glass Co.'s three plants are running full in all departments.

Bargains can be secured at their branch salesrooms.

Prompt shipments of orders will be made.

BRANCH OFFICES AND SALESROOMS:

New York, 82 West Broadway.
Chicago, 108-110 S. Wabash Ave.
Philadelphia, 731 Arch St.
Buffalo, 611 Main St.
Detroit, 68 Griswold St.
Cleveland, 203 Caxton Building.
Cincinnati, 104 East Third St.
St. Louis, 701 Locust St.
Boston, 127 Federal St.
Baltimore, 122 West Baltimore St.
San Francisco, 718 Mission St.

Bradley & Hubbard Mfg. Co

MERIDEN, CONN.,

Makers of High Grade

LIGHTING FIXTURES.
ART METAL GOODS.
FIREPLACE FURNITURE.

Electric Reading Lamps.

Gas Portables

Dome Fixtures.



Chandeliers, Brackets.

Ceiling Lights

Shower Fixtures.

OIL LIGHTING FIXTURES AND LAMPS.

Designs, construction and finish unexcelled. The most complete line ever shown

SAMPLES AT OUR SALESROOMS:

New York 26 Park Place Chicago, 505 Heyworth Building

Edward Miller & Co's LAMPS













NEW DESIGNS.

THIS company is offering to the trade an exceptional line of new designs in portables and lighting fixtures. If our salesman has not called on you, send for our special catalog and photo sheets in which you are interested. The Miller line appeals to persons of fine taste who appreciate the best workmanship and superior goods.

SALESROOMS:

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Boston, 63 Pearl St.
Chicago, 105 North Wabash Av.
Phila., Eighth st. cor. Chestnut.

MILLER LAMPS

Factory,
14 Miller Street
Meriden, Ct.

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